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WEEKLY NEWS OF THE INDUSTRY — MARKETS — QUOTATIONS

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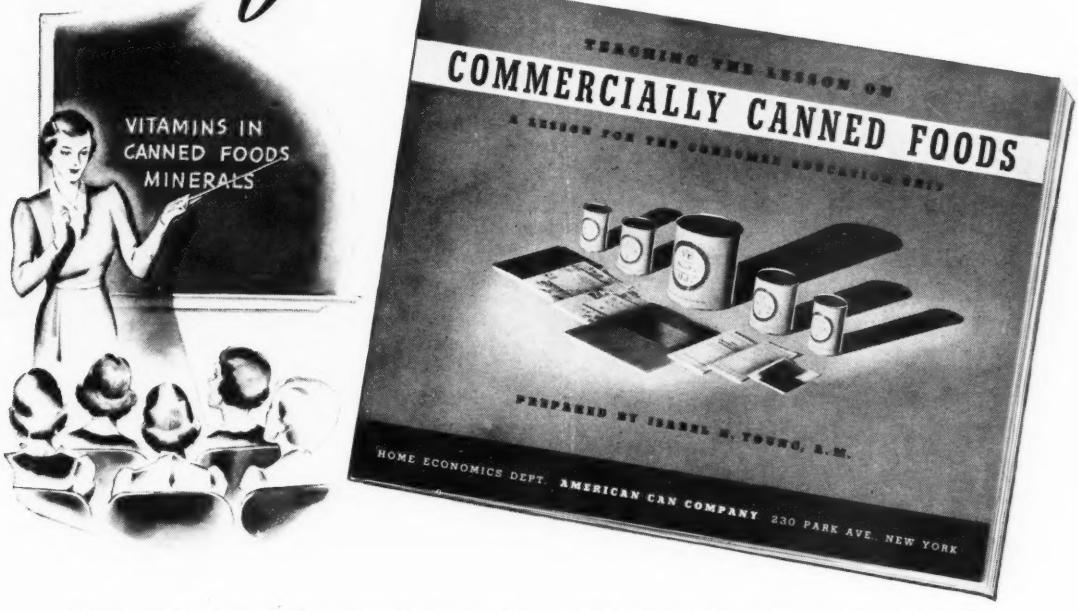
VITAMINS IN
CANNED FOODS
MINERALS
TEACHING THE LESSON ON
COMMERCIALLY CANNED FOODS
A LESSON FOR THE CONSUMER EDUCATION UNIT
PREPARED BY ISABEL M. YOUNG, B.S.
HOME ECONOMICS DEPT. AMERICAN CAN COMPANY 230 PARK AVE. NEW YORK

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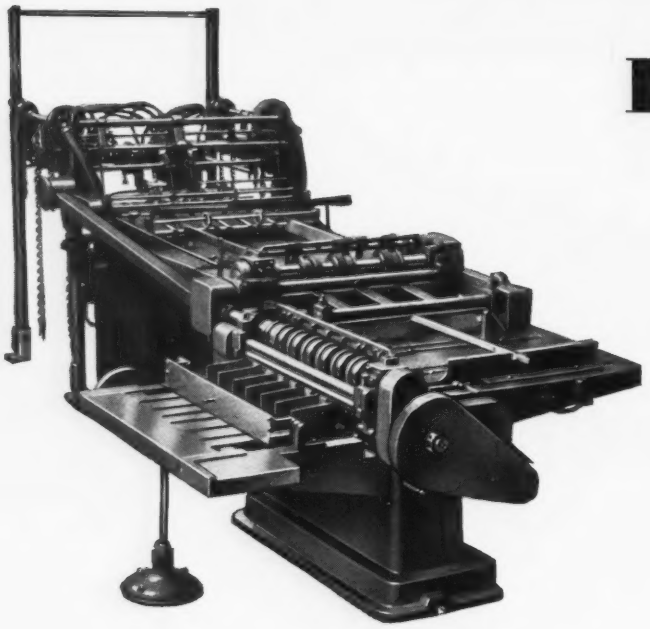

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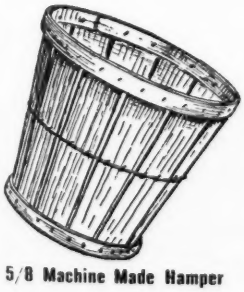

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THE CANNING TRADE

Established 1878

The BUSINESS and MARKET JOURNAL of the CANNED FOODS INDUSTRY

EDITORIALS

BETTER—In stating last week that the transcript of the hearings on the sizes of cans had been sent to the 800 members of the National Canners Association, we understated the matter: these transcripts were mailed to every canner in the business. As an educational feature, therefore, every canner has had the opportunity to learn much, that we feel sure, he did not before know. And it is to be hoped that all have availed themselves of the invitation to register their opinions by means of the Questionnaire.

That old rumor, so prevalent once, to the effect that some large distributors, wholesale or retail, wanted a size can just a trifle smaller than usual to meet competition (and, of course, at a lower price), is thoroughly exploded by the testimony submitted in this transcript, as you must have noted; for it was generally, and very freely, admitted that the slight variances in sizes of cans was not for the purpose of deception! Certainly not! And we wish to take this opportunity to deny that it was a foul and deliberate snare on the part of the machinery men, both canning and can-making, to junk a lot of machinery and compel installation of new, (and therefore new orders) to handle the new cans, and their increasing multitude. But it must be admitted that it made these machinery men do acrobatic stunts in developing ways and means of making their machines take care of the rapidly changing styles of cans. And we doubt if they ever billed these alterations at their full cost.

FROZEN FOODS—A good number of canners are turning to quick freezing of fruits and vegetables, to piece out their operations, and to open up a new market where canned foods may seem to be bogged down. This branching out is not new; it began some few years ago, but it is spreading rather rapidly now. As we have been warning canners to go carefully this season on the production of canned foods, which are nonperishable and can be held indefinitely, a word of warning about going too fast in this new venture, is in line.

We are not able to tell you just how long frozen foods will hold, but you do know that if you are compelled to carry a large stock of them for any length of time, it will cost a lot more than the same products packed in cans, that is canned foods. You will have to keep frozen foods in refrigeration, and over a period of months, even if the goods will hold unchanged as to quality and appearance, it is a more costly operation than the mere heating of a good, tight warehouse where you have been accustomed to store surplus canned foods. If plans we have seen carry through this season's rush into producing frozen foods may over-do the market; and if that happens you will be faced with a new set of problems. It is better to think of this now, before rather than after.

After all, the good old staples are canned foods, which are built to withstand all manner of abuse, and still come through safe and sound, even years after the date of packing. As we said to the canners we say to the quick freezers: go carefully this season.

PUBLIC TASTES — There are some articles in canned foods which have always puzzled us. For instance, the tiny, baby lima beans. That they bring the top market prices would seem to indicate that they are the best; but as a matter of fact you seldom see them of good color, and good flavor and taste are even more rare. For "eating" pleasure they are badly lacking.

A study made, under the fresh-frozen item, on lima beans, as you will note elsewhere in this issue, shows that the larger beans produced the best final quality. Lima bean canners will read that article with profit.

And there is another item: petit pois peas. When these are sifted out carefully into the one desired size, they make a nice garnish and are useful in some special dishes, but as a dish of canned or cooked peas, these little, immature peas are just "not there"; and if this be so the canners are not helping the general consumption of canned foods in producing them, except in very limited quantities for garnishing. Remember as canners you are supposed to be "chefs to the nation". The more tasty you make your foods the better they will sell, and the faster the business will grow. Even the old bromide "appearance" goes by the board in face of tastiness. You need both of course, but of the two taste (flavor) is the more important.

LAWS—A ripple of excitement is running through the industry, and the N. C. A. officers and others are in a huddle, because it has been announced that the Wage and Hour bill has again appeared in Congress, and now it is without the canners' exemption which other drafts of the law contained, and which the NRA Codes also permitted. Heretofore labor has not favored the proposed law, as submitted, and unless their attitude changes there seems to be slight danger of its passage. This is an election year, don't forget. The politicians never forget.

And the revised Food and Drug bill has been reported to the House, and discussion once more is grasping the industry. There are so many conflicting interests behind this bill that we doubt if this session of Congress passes it, and if it does it will be another political sop to the interests at stake. After it gets through the House it must go back to the Senate, and between them if any of them think that its passage will hurt them in their chances to get back into their jobs, it will certainly not be passed. In that consideration the poor consumer, as always, is the goat. So we refuse to get excited over the possible passage of either of these bills.

BETTER MERCHANDISING — For a while it looked like there was a genuine stir on this matter of better merchandising, the better selling of the goods, and there is still considerable, but it has not taken the shape expected. The week has not been a good one to judge such a movement, but while we are waiting possible results every member of the industry can join the crusade to boost canned foods. The National Canners Association, and many great companies are urging this, and it ought not require any argument to show every canner where he helps himself in helping the better sale of canned foods.

On this matter The Canning Machinery and Supplies Association, through Secretary "Sam" Gorsline, has just re-awakened its members with this:

"Dear Member:

A month ago we wrote you about getting back of the National Canners Association in their effort to publicize and popularize Canned Foods. We sent you a copy of the resolution adopted by the National Canners Association. We suggested to you a way for each one to help this movement gain headway. Some of you have cooperated to the limit, others haven't said a word.

In order to give you an idea what others are doing to promote Canned Foods and especially to back up this N. C. A. program, we are going to quote from a few of the letters we have received.

'Thanks for sending us the Resolution. We are printing it in our Sales Bulletin which goes to each one of our sales force.'

'We were glad to get your letter with the N. C. A. resolution. We have been kidded a lot because we insist on Canned Foods in the Restaurant, the Dining Car and at the Hotel. We are glad that others are going to join in this work.'

'The writer is pleased to know that an effort is to be made in Boosting Canned Foods. The writer keeps a well stocked pantry of approximately forty different kinds of canned foods—no free samples—and whenever we have company each visitor is presented with from two to four cans.'

'More power to the N. C. A. and their campaign to publicize Canned Foods in the small town papers. Let's all get behind this movement and boost for Canned Foods which is just another way of saying, "Boost our own business".'

And so they go, those of our members who have written us about their efforts. What are you doing to boost your own business by boosting the canners business? Tell us your experiences or better yet, tell the canners what you are doing. It will be welcome music to their ears."

And we might add: as a canner what are you doing? Are you letting others do all the boosting for the sale of your goods, or don't you care?

FUTURES—It is about time that discredited term were dropped, for "futures" are frowned upon in most lines—in the grain pits, in the stock market (short selling), etc., and the term should be changed to either "Packed to Order", or "For Delivery When Packed". Col. J. A. Lee, years ago, in his book "How to Buy and Sell Canned Foods", urged that change, and said, as if foreseeing the present "strike" of buyers against buying canned foods for later delivery (and be it remembered that the Colonel was the most experienced canned foods buyer of his day): "I regard this advice to stop buying and selling future canned foods as a protest against the methods of Dame Nature"; and "The advance sale of canned foods is one of the most desirable features of a wholesale grocery business, and should be cultivated and pushed. The jobber who sells a retailer his futures usually gets his trade for the entire season. Discourage overbuying on speculation, but push futures. There is no tenable objection."

He likewise pointed out the impossibility of any careful canner planning his acreages, and packs, without some indication given in future orders, and that accordingly when the buyers stop, they hurt the better canner most, and throw the whole market onto the basis of the uncertain or poor canner who cannot find buyers even when futures are readily selling. In other words, if the selling of canned foods is to be confined to "spot" sales, quality packing will be severely crippled, and the life of the worth while canner made unhappy in his inability to plan sensibly and well.

It is useless, of course, to refer to sympathy, for, by and large, buying is as cold blooded as a snake, but the buyers actually do owe a deal of consideration to the canners who provide what is generally their most dependable and best profit-paying item, canned foods, and in quantities which will keep the prices within easy range of the buying public. That is not sympathy, but hard common sense, in taking care of their sources of supply. The wholesale or large retail distributor who figures that "there will always be plenty of the goods packed" is just as wrong as the canner who would figure that there will always be plenty of growers who will produce the crops he will need in his cannery and so refuses to contract. We warn these distributors that if there is not a change made in their methods of buying canned tomatoes, for instance, they will wake up sooner than they think, to find that the supply of canned tomatoes is sadly lacking. Tomato canners cannot go on year after year making no money on their efforts; and yet that is the condition of that great branch of the canning industry today. Section after section is abandoning tomato canning, because the canners who know their busines say "we can never make any money on canned tomatoes". Canning, on a commercial scale, largely began in Harford County, Maryland, and the main product was canned tomatoes, but today Harford County practically packs no tomatoes.

Mr. F. A. Torsch, after more than forty years as a canner, recently summarized this future's situation as follows:

"A determination on the part of distributors to avoid buying futures, throws an unfair responsibility upon the canner. If the latter takes a blind chance, and produces a pack for which the selling price is unknown, he is indeed courting disaster. How many canners will be allowed by their banks to go far in that direction?

Prices for futures today, as well as spots, are as near bottom as could be possible.

Cooperation between buyer and seller is the solution of today's problem. Is it not wise for distributors to share with producers the responsibility of the 1938 pack?

When quality is wanted, and choice of grades, the advantage is now in favor of the buyer to protect himself to the extent of his normal wants."

Grading Raw Peas For Quality-1937

by **E. P. WALLS and H. A. HUNTER,** ***Canning Crops Specialists***

Department of Horticulture, University of Marylnnd, College Park, Md.

IN continuance of the work to determine an effective method of grading raw peas begun in Maryland on a small scale in 1935, and developed extensively in 1936,* further investigations have been conducted in 1937. The original committee, consisting of Mr. James M. Shriver, Chairman, Mr. Harry H. Nuttle and Mr. Leroy Strasburger, has continued to function, and at a meeting with Messrs. Shaw, Symons, Patterson, Kemp, Hunter, Frazier and Walls, of the University of Maryland staff, and Mr. F. M. Shook of the Tri-State Packers' Association, the most essential phases of the 1937 work were outlined.

These consisted of:

a. Application of the forecasting formula derived in 1936, which considers both density and sieve sizes as factors indicating quality, to as many samples as possible in the same areas where work had been done the previous year to note, in another season, the accuracy of the grade predictions built on 1936 data.
b. Accumulation of such further data on raw stock and the canned product as might make possible a more accurate forecast of grade.
c. Studies of other methods of evaluating quality of raw stock in addition to the one used in 1936.
d. Development of a method of forecasting the grade of raw stock of sweet peas.

As in previous years, this has been a cooperative project between the University of Maryland Experiment Station, through its Horticultural Department, and the Extension Service, through the Department of Markets. The Tri-State Packers' Association, through its Secretary, contributed financially and actively with personal services throughout the conduct of the studies. Mr. Shook has spent considerable time in the field and given many helpful suggestions. Acknowledgement is also made to the Chisholm-Ryder Company for the use of a viner at the Ridgely Sub-Station; the American Can Company, National Can Company, Continental Can Company and Crown Can Company, for donations of cans; Thomas & Co., for the use of needed equipment, and to the Crites-Moscow Growers' Association and the Associated Seed Growers, Inc., for contributions toward equipping the plant at Ridgely. Among other members of the University of Maryland staff who have cooperated, Dr. William B. Kemp, Head of the Department of Genetics and Statistics, has given invaluable assistance in analyzing data and developing formulae for forecasting maturity grades; Dr. W. A. Frazier, formerly of the Horticultural Department, has also assisted in the field as far as possible; and Mr. Albert White, Superintendent of the Ridgely Sub-Station, has given valuable field assistance. Strasburger & Siegel, Canning Technologists, have given many helpful suggestions and have determined the grade on all of the canned samples. Grateful acknowledgement is also made to the C. & B. Canning Co., Snow Hill, the B. F. Shriver Co., Westminster, and the Mt. Airy Canning Co., Mountain Lake Park, for their helpful assistance and the privilege of conducting the work at their factories.

The season began on May 25 at Snow Hill and ended on July 20 at Mt. Lake Park. During this time 746 samples of raw stock of Alaska peas were graded and samples canned from each lot for grading by Strasburger and Siegel, so that predictions might be compared with their grades. In sweet peas, 102 samples were handled, but since each of these was broken down into four separations, which with the run-of-pod sample made five distinct samples in each lot, the total number of canned samples of sweet peas amounted to 510. Throughout these descriptions the grades determined by Strasburger and Siegel have been designated as *actual* grades and grades determined by formulae applied to raw stock data as *predicted* grades.

* A report on the 1936 work was published in The Canner, V. 84, No. 1: p. 7-8 and 16, 1936, and in The Canning Trade, V. 59, No. 22: p. 7-8, 1937.

PROCEDURE

In 1936 a number of measures of size, density and juiciness of peas were determined from composite samples of different deliveries at canning houses. Also, official grades were obtained for both the canned composite or run-of-pod samples and the various canned groups into which peas from these deliveries were separated. From among these measures a group of three was isolated which showed a higher multiple correlation with official grades than any other relatively simple group. By use of these three measures a multiple regression equation was then prepared and used for forecasting official grades from the raw composite samples.

This equation, obtained in 1936, was used in the 1937 canning season. Weather conditions in 1937 were markedly different from those in 1936, and samples which were taken in the latter year graded appreciably lower than those from which the forecast was determined, yet the bias resulting from use of the 1936 equation on the 1937 crop amounted to only about three-tenths of a maturity grade point.

BRINE STRENGTHS AND SIEVE SIZE DETERMINATIONS IN ALASKA PEAS

In making the quality determinations of various lots of Alaska peas, it was found in 1936 that only one brine strength was necessary, this being 13%, which might be said to be the breaking point or strength, so far as quality of peas is concerned, in that there is usually marked difference in the peas that float and the peas that sink in this strength of brine. It was also found by the end of the 1936 season that a No. 10 tin of peas was a sufficiently large sample for making the determination of quality for any particular load, provided it was taken in such a way as to be representative of that load and then thoroughly mixed, so that any portion of the sample would be as nearly as possible like any other portion. The percentage of peas floating in 13% brine, as determined by weight, is all that is necessary for the density side of the formula. Coupled with this are the percentage of 1 and 2 sieve sizes combined, and the percentage of 4 and 5 sieve sizes combined, because it has been found that while the sieve sizes do not contribute nearly as much toward quality determination as does density, still they are of importance and the two considered together give a greater degree of accuracy than either alone.

BRINE STRENGTHS AND SIEVE SIZE DETERMINATIONS IN SWEET PEAS

In the procedure with sweet peas a portion of a well mixed sample was cooled after blanching, immersed in 7% brine, and the peas that floated were removed. Those that sank in 7% brine were then carried over into 10% brine and the floaters removed. The sinkers in 10% brine were then carried over into 13% brine and both floaters and sinkers recovered. The percentage of each sieve size was determined from a portion of the same sample. In addition to canning samples from each of these separations, a sample of the composite, or run-of-pod lot, was also canned for future grading. The variety worked with was Perfection. In the following descriptions the term "floaters" is used to designate the peas floating in a specific strength of brine and the term "sinkers" to designate the peas that sink.

REMOVAL OF AIR BY VACUUM METHOD AS COMPARED TO BLANCHING

Early in these investigations it was found that the removal of air from around the raw peas was necessary, in order to give a true percentage of floaters and sinkers of any given lot in a brine solution. Blanching by immersion in water from 185°-195° F. for 5 minutes was found to do this effectively, and since it was desirable to blanch the peas before canning, this really served two purposes at one time. However, blanched peas mash badly when returned to the line with raw peas at the factory. In commercial grading, when the canning of samples from each lot is not necessary, a good many peas would be lost in the course of a day's run. For this reason, it was desired to ascertain if some other method of air removal would be as effective as blanching.

An ordinary home pressure cooker was converted into a vacuum chamber and equipped with a vacuum gauge in place of the pressure gauge. The air was withdrawn by the use of an electric vacuum pump. A small quantity of water was placed in the bottom of the vacuum chamber, the sample of peas was poured on a wire screen supported on a rack which stood a short distance above the water and the cover placed on the vessel. It was then subjected to the action of the vacuum pump. After treating numerous samples at various readings on the vacuum gauge, it was found that a vacuum of 8.5 pounds corresponded approximately to blanching for 5 minutes at the above mentioned temperatures. This took about 1½ minutes with the equipment used. After shutting off the pump and closing the pet cock to the chamber, the vessel was then inverted, which allowed both peas and water to run to the top of the chamber. Thus the peas are wet with water while in the chamber and may be removed and immersed in brine, since no air enters or collects around them while they are covered with this film of water.

RESULTS—SWEET PEAS

The average maturity grade of the composite samples, according to U. S. Standards for canned peas, is 27.7, the average for 7% floaters 30.4, that of 10% floaters 29, 13% floaters 26.8, and 13% sinkers 24.1.

Thus it is seen that in this series of brines it is possible to separate peas of much higher quality than the composite and still have left in the 13% floaters peas which score almost as high in maturity as the composite.

It was found that 14% of all peas in the general samples floated in 7% brine, 48% floated in 10% brine, 32% in 13% brine and 6% sank in 13% brine.

The above series of brines was selected because a small amount of work with sweet peas in 1936 indicated that these would give about the proper separations for statistical analyses.

The following table shows the frequency distribution of the composite samples and of the four different brine separations in the several maturity grades, viz:

TABLE I—The Number of Samples in Each Maturity Grade for Composite Samples and Various Brine Separations F = floaters. S = sinkers in the several brine strengths indicated.

	MATURITY GRADE															
	35	34	33	32	31	30	29	28	27	26	25	24	23	22	21	20
Composite 98 Samples	....	....	1	3	8	11	10	20	19	6	12	7	0	1	....	....
7% F 101 Samples	2	3	6	16	24	25	7	11	5	1	1	....	....	....	....	....
10% F 101 Samples	....	2	3	6	12	12	20	24	17	4	1	....	....	....	....	....
13% F 98 Samples	....	....	1	1	4	1	9	17	23	14	17	7	3	0	1	....
13% S 95 Samples	....	....	....	....	....	....	....	4	16	7	15	12	18	10	3	10

The above table indicates the maturity grade in which the largest number of samples fell in each separation as well as in the composite (the mode).

This information is valuable in the final analysis of all data used in the derivation of a formula of prediction.

Also in this connection it is important to note that, in general, whenever a sample of 7% floaters grades high from a maturity standpoint a large percentage of the sample floats, which means that in actual factory receipts the quantities build up in the higher grades and are decreased in the lower ones.

TABLE II—Average Percentages of Raw Samples Floating in Different Brines, Arranged According to Maturity Grades of the Canned Samples.

	MATURITY GRADE															
Brine %	35	34	33	32	31	30	29	28	27	26	25	24	23	22	21	20
	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%	%
7% F	35	18	16	11	14	12	12	16	11	11	5	....	....	....	....	....
10% F	....	54	56	57	58	53	49	43	39	47	33	....	....	....	....	....
13% F	....	....	4	18	16	40	25	25	35	37	26	37	44	....	45	....
13% S	....	....	....	....	....	....	....	2	2	3	5	5	9	12	14	12

This table also brings out the value of brine separation (density) alone, in determining the quality of raw peas.

In addition to the brine separations, a portion of the same thoroughly mixed sample was run through a small hand grader to determine the percentages of each sieve size. All of this data was then turned over to Dr. Kemp for statistical analysis, as a result of which he was able to derive the following formula for predicting the grade of sweet peas:

$26.51 + .013\,A + .084\,B - .026\,C =$ Grade of Canned Product.

A—per cent of 10% F

B—per cent of 1, 2 and 3 sieve peas combined

C—per cent of 5 and 6 sieve peas combined

As an example, suppose a sample of peas has

62% of floaters in 10% brine,

22% of 1, 2 and 3 sieves combined,

and 44% of 5 and 6 sieve combined,

Then $.013 \times 62 = .806$

$.084 \times 22 = 1.848$

$.026 \times 44 = 1.144$

and substituting these in the formula the following result is obtained:

$26.51 + .806 + 1.848 - 1.144 = 28$ — Maturity Grade

The above formula was applied to 95 samples of raw peas which after canning were graded by Strasburger and Siegel and these two methods of grading were compared.

The correlation between these two methods is + .69. Perfect agreement would be 1.0. This correlation shows a valuable relationship.

Predicted grades as compared with the actual grades of sweet peas were exactly the same 20.40% of the time, were one point off 43.87% of the time and were two points off 20.40% of the time. In other words, it has been possible in predicting the grade of sweet peas to either predict the grade exactly, or to be only one point off or not more than two points off 84.67% of the time. The results show that for 13.26% of the time there was a difference of three points and for 2.07% the difference was four points.

Since predicted grades are sometimes higher and sometimes lower, then it is natural to suppose that most discrepancies between the two methods would tend to balance if averages were made of several lots.

For this purpose, several types of averages were made. The following table gives the results of averages within different grade limits.

TABLE III.—Comparison of Averages within Different Grade Limits of 95 Samples of Sweet Peas. For example all samples whose predicted grades fall between 24.5 and 25.4 have been averaged for predicted and actual grades within those limits.

Predicted Average	Actual Average
25.40	24.50
26.12	26.22
26.97	27.00
27.99	28.05
28.83	29.00
29.88	30.50
30.87	29.33
31.70	30.00
33.30	33.00
Mean Average — 29.00	28.62

The following table shows the averages of predicted and actual grades by daily deliveries for a period of seven days, i. e., all samples taken on any one day are averaged:

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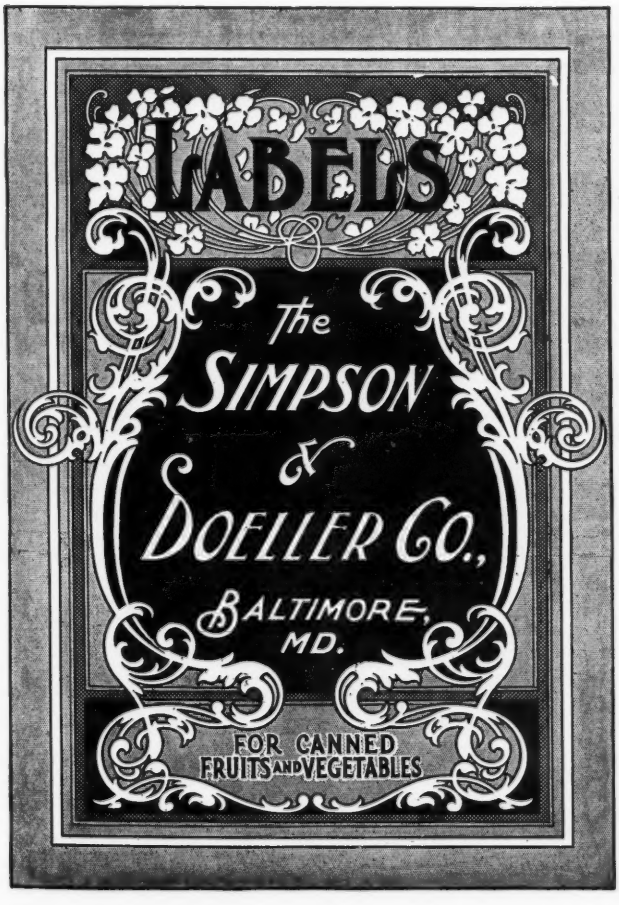
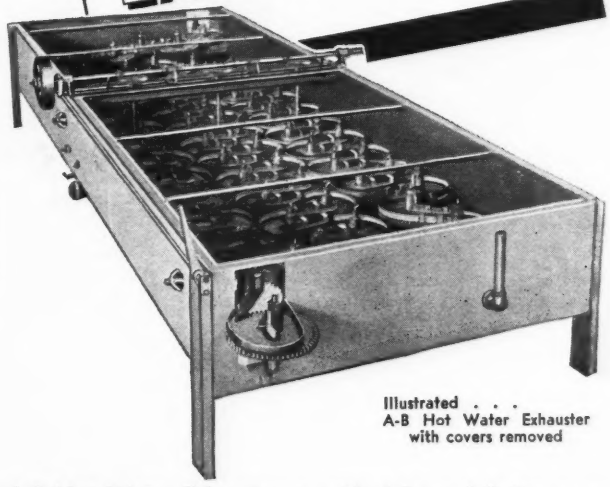


AB

HOT WATER EXHAUSTERS



Illustrated . . .
A-B Hot Water Exhauster
with covers removed

A-B Hot Water Exhausters are ideal for red fruits or any product with which the slight bleaching that occurs in a steam exhaust is objectionable. Many canners prefer the long, slow, penetrating exhaust possible in this hot water machine for all their products.

A-B Machines are built sturdy and substantial for a long, satisfactory, useful life. They give top service always.

Mail the coupon for full particulars of A-B Hot Water Exhausters.

FOOD MACHINERY CORPORATION

Sprague-Sells Division
HOOPESTON ILLINOIS

Sprague-Sells Division
Hoopeston, Illinois
Kindly send full details and quote on an A-B Hot Water Exhauster for

_____ cans of _____ with capacity of _____
(size) (product) (quantity)
cans per hour.

(Name) .....

(Address) A-B-101-T

TABLE IV.—Comparison of Averages of Predicted and Actual Grades, for 95 Samples of Sweet Peas, by Daily Deliveries.

Predicted Average	Actual Average
28.4	28.0
29.8	31.5
27.7	26.5
28.0	28.0
28.0	28.0
27.4	27.8
26.0	25.8
Mean Average — 27.9	27.9

While these averages show very close agreement, it was thought that averaging samples selected at random, might give a fairer comparison than the methods used in the two preceding tables.

Consequently, ten lots of ten samples each were selected entirely at random and the averages of each of these lots appear below.

TABLE V.—Average Predicted and Average Actual Grades by Random Sampling in Lots of Ten.

Predicted Average	Actual Average
27.9	27.6
27.7	28.6
27.7	28.3
28.6	28.8
28.1	27.9
27.8	28.1
27.0	26.9
28.2	29.1
27.7	28.1
28.3	28.4
Mean Average — 27.9	28.2

The foregoing tables seem to give ample proof that in the season's averages, in daily averages, and in the averages of random samples any important differences are eliminated and a sufficient degree of agreement reached to make the method of forecasting the grade of sufficient dependability to be usable, so far as the data collected in 1937 are concerned.

Since the grades as given by the formula apply only to the composite or run-of-pod sample from a load, and since the canner may separate these in various ways in the factory, it will be of interest to know what he may expect to derive from samples having various predicted grades. A careful examination of the grades of composite samples and various brine separations make it possible to note the component values for each predicted grade of sweet peas in 1937 and those are shown in Table VI.

TABLE VI.—Average Percentages of Sweet Peas Falling in Various Grade Classifications within the Predicted Grade of Composite Samples.

	Per Cent			
Predicted Grade	Fancy	Extra Standard	Standard	Sub-Standard
33	99	1	....	....
32	86	13	1	....
31	53	46	1	....
30	31	56	13	....
29	2	80.5	17	.5
28	4	67	25	4
27	Trace	45	39	16
26	1.5	33.5	49.5	15.5
25	1.5	14.5	46.5	37.5

Thus it will be seen that a composite or run-of-pod sample of sweet peas, for which the predicted grade is 33, may be expected to yield 99% of peas grading Fancy when canned and 1% of Extra Standard. When the grade is 28 only 4% of the peas are found to be Fancy, 67% Extra Standard, 25% Standard and 4% Sub-Standard. This tabulation should be helpful to any canner in determining the value to him of peas giving any particular predicted maturity score.

ALASKA PEAS

The main objective of the work with this variety was to develop a forecasting formula that would, if possible, have a greater degree of accuracy than the one evolved from 1936 data, covering the same geographical areas. This was done and a modified formula, taking into consideration the same factors, has been derived.

By way of review, with A representing the per cent of floaters in 13% brine, B denoting the percentage of 1 and 2 sieve peas combined, and C indicating the percentage of 4 and 5 sieve peas combined, the 1936 formula was as follows:

$20.22 + .06\,A + .08\,B + .04\,C =$ Predicted Maturity Grade of Canned Product.

From the 1937 data it was found that the most accurate prediction formula for 1937 is:

$21.62 + .06\,A + .03\,B + .02\,C =$ Predicted Maturity Grade of Canned Product.

This formula was applied to 746 samples of Alaska peas.

It is interesting to note that the value of the density of the peas, or the percentage of the sample floating in 13% brine, has remained the same in the two years but that the value of sieve sizes was not as important in 1937 as in 1936. The comparison of predicted and actual grades shows differences between the two but the actual correlation is + .73, which is important.

The degree of agreement was exact 29.58% of the time, one point off 48.22% of the time, two points off 16.27% of the time, three points off 4.43% of the time, four points off for 1.18%, and one sample or about one-third of one per cent was five points off. In other words, it has been possible in predicting grades of Alaska peas in 1937, to either predict the grade exactly, or to be only one point off, or not more than two points off 94.07% of the time.

Since the predicted grades are sometimes higher and sometimes lower than the actual grades, it was considered important to know how averages of the two grades would compare. Consequently, the samples were averaged by days, taking all deliveries sampled at a factory for any certain day and getting the average of the predicted and of the actual grades for that day. The following tabulation gives the results of 19 daily averages.

TABLE VII.—Average Predicted and Average Actual Grades by Days for 338 Samples of Alaska Peas.

Predicted	Actual	Predicted	Actual
26.72	27.17	27.81	28.33
27.10	26.48	26.77	26.91
26.62	23.35	27.23	26.67
25.79	25.84	28.44	27.30
25.10	25.12	25.91	25.95
25.05	24.56	24.55	23.50
24.83	25.12	27.30	26.00
24.81	24.25	26.07	26.50
24.06	24.00	24.78	24.25
24.79	24.20		
	Mean Average — 25.99		25.66

Thus, if all of a certain acreage was delivered on a single day, since actual and predicted averages agree as closely as shown above, a fair evaluation of quality would be obtained by the forecast.

If deliveries on a particular acreage were extended over a period of several days, the following table indicates a fair evaluation, also. This table represents averages of twenty lots of random samples of ten each from among the samples considered.

In analysis of the data it is quite apparent that the peas subjected to the above methods of forecasting at Mt. Lake Park have been quite different in their response from those handled at Westminster, Ridgely and Snow Hill. In fact, their behavior has been so different that the conclusion has been reached that an adequate formula of prediction for that area would have to be constructed from data secured there. For that reason they have not been combined with samples from the other points in arriving at the several averages for Alaska peas given above.

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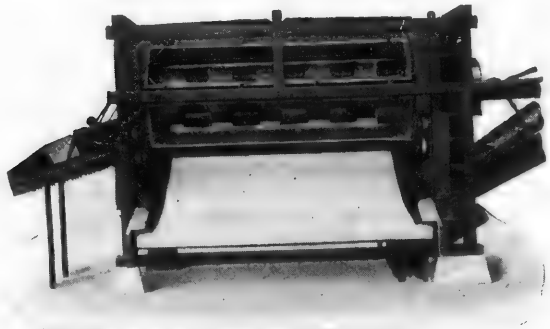

Their use insures more thorough hulling, a better pack and a larger profit.

● The sturdy construction and low upkeep cost are greatly appreciated by users.

The reasons for these large and important savings are due to many exclusive patented features.

FRANK HAMACHEK MACHINE CO.

Manufacturers of Viners, Viner Feeders, Ensilage Distributors and Chain Adjusters

KEWAUNEE, WISCONSIN

TABLE VIII.—Alaska Peas—Average Predicted Grade and Average Actual Grades—Random Sampling, Lots of 10.

Predicted	Actual	Predicted	Actual
26.44	25.8	25.82	25.2
25.43	25.2	25.50	25.0
25.11	24.7	25.82	25.1
26.12	25.7	25.88	25.9
26.03	26.0	26.18	25.3
25.84	25.7	25.19	24.8
25.96	25.9	26.13	25.9
26.06	25.7	25.99	25.3
26.17	26.3	25.25	24.7
26.12	25.3	25.22	25.2
	Mean Average —	25.81	25.44

Whether this difference is due to altitude, temperature, soil conditions or a combination of these and possibly other factors, is impossible to say, but it offers a splendid field for investigation and indicates that various sections of the country which differ markedly from each other, in the above respects, will probably find it necessary to modify the prediction formula, based on experimental evidence for that particular section.

Since this operation is purely mechanical, assuming that accurate determinations and calculations are made, results indicate that its application is practicable in Maryland with the exception of mountainous sections of relatively high altitude. Slight variations in the formula will occur from season to season as indicated in 1936 and in 1937 data, so that a formula based on several seasons would be most desirable. In cases where this method is employed for determining quality in 1938, the following formula, having values midway between those given for each of the two preceding years, is suggested.

$20.92 + .06\,A + .055\,B + .03\,C =$ Maturity Grade of Canned Product.

SPECIFIC GRAVITY DETERMINATIONS ON ALASKA PEAS

In May, 1937, there appeared in the Journal of the Franklin Institute, Volume 223, No. 5, an article entitled "A New Maturity Test for Peas," by S. L. Jodidi, Physiologist, Bureau of Plant Industry, U. S. Department of Agriculture. This method consists essentially of measuring the replacement of water by a definite quantity of raw peas, and converting this into specific gravity. The test considers the fact that peas which have a larger content of dry matter and a higher starch-sugar ratio have a higher specific gravity, thus giving a measure of their more advanced maturity.

Tests were made of 129 samples of Alaska peas at Westminster and 220 samples at Mt. Lake Park. The latter set of samples had been wet before the samples were taken and for possibly that reason did not give accurate indications of the specific gravity of the peas. Some of the Westminster samples came from the viner wet, which probably accounted for considerable variation. No doubt this specific gravity test with peas shelled by hand and kept from contact with outside moisture would prove quite accurate, but as a test at the viner or cannery for commercial grading the experience in Maryland in 1937 does not indicate that its application is practical. The correlation between specific gravity readings by this method and the actual grades was found to be —.45, which is not of sufficient value in forecasting to give the desired degree of accuracy.

TENDEROMETER DETERMINATIONS ON ALASKA PEAS

A description of the tenderometer and its application appeared in "The Canning Trade" of February 22, 1937. It was also exhibited and demonstrated at the National Canners' Convention in Chicago in January, 1937, and is no doubt well known to canners. No description of the machine will be given here, except to state that it was developed by Dr. William McK. Martin of the Research Department of the American Can Company, and its operation is based on the fact that toughness of peas may be defined as those properties which resist shearing or grinding in the mastication process. The machine has been constructed so as to simulate the mechanics of mastication with provision for measuring the force involved. It includes a stationary and a movable grid. The peas are forced through the stationary grid and the force necessary to push them through is measured in pounds pressure per square inch.

We are greatly indebted to Dr. Martin for bringing this machine to Maryland in 1937 and testing a number of samples of raw peas.

An attempt was made to use the machine on as many samples as possible of advanced maturity as well as on some more tender peas. In this way it was possible to obtain results on a wide range of maturity values.

Samples of each lot were canned and later graded. To compare tenderometer values with actual grades it was necessary to convert the tenderometer readings in pounds pressure per square inch into maturity values of the U. S. grades. All the data were submitted to Dr. Kemp, who by statistical analyses derived the following formula for this conversion, based on data assembled under Maryland conditions in 1937, viz:

$34.343 - .0442$ (tenderometer reading) = Maturity Grade of Canned Product.

In a sample where the tenderometer reading is 190, this number multiplied by .0442 equals 8.398, which subtracted from 34.343 leaves 25.945, or in round numbers, a maturity grade of 26.

It was found that the correlation between tenderometer readings and actual grades is —.75, which is great enough to be of value in grade determination. When we consider averages the practical agreement is seen to be very close. For purposes of comparison random samples of the data were taken. Twenty lots of ten each were drawn and the grades derived from tenderometer readings were averaged as were also the actual grades for the same samples. It should be remembered that these are averages of run-of-pod samples and that, as stated above, a number of samples grading low in maturity were purposely included. The highest maturity score among the composite samples considered in this group was 31. The following tabulation shows the close agreement of these averages.

TABLE IX.—Averages of Tenderometer Readings and Actual Grades of Random Samples in Lots of Ten.

Tenderometer Reading	Tenderometer Grade	Actual Grade	Tenderometer Reading	Tenderometer Grade	Actual Grade
210.3	25.05	25.0	205.4	25.26	24.5
200.9	25.46	25.8	205.6	25.26	24.9
214.0	24.88	24.6	219.7	24.63	24.6
193.0	25.81	26.4	207.2	25.18	25.0
200.9	25.46	25.5	216.7	24.76	24.4
213.3	24.92	25.2	208.0	25.15	25.3
206.6	25.21	25.1	208.4	25.13	25.1
210.3	25.05	25.1	192.9	25.82	26.1
186.7	26.09	26.0	208.3	25.14	25.4
195.7	25.69	25.4	293.2	25.80	25.9
	Mean Average		204.9	25.28	25.3

The close agreement of the values in the foregoing table are apparent and are a definite indication of the value of this machine to give a very accurate determination of the quality of the product. The machine is quick in action and the present scale in pounds pressure per square inch could be supplemented by the grade scale and possibly by another indicating price per ton.

In comparison of tenderometer readings with actual grades, it was noted that as the season advances at a given point the pressure readings become higher for the same actual grades. Just what factors in the peas themselves cause this difference is not readily explainable, but there is indication that some quality not detectable by the usual methods of grading is reflected in these higher readings.

In comparing tenderometer grades with actual grades, it is found that they are exactly the same 41.20% of the time, one point off 37.96% of the time, two points off 14.35% of the time, three points off 5.56% of the time and four points off .93% of the time. Or in other words, the tenderometer indicates the actual grade either exactly, or is only one point off or not more than two points off 93.51% of the time.

SUMMARY AND CONCLUSIONS

It has been possible to develop a formula, based on a comparison of raw stock data with grades of canned samples, for predicting the grades of Perfection sweet peas, in a similar manner to what had been done for Alaska peas. Further work is necessary to determine if this formula will apply equally well to other varieties of sweet peas.

(Continued on page 28)

Featuring
Sencross Hybrid
Popular because it brings more money for your pack. Carefully crossed by Woodruff. This hybrid assures you more corn, less waste, less labor and better quality. Ears 12 to 16 rows, 7 to 10 inches long. Highly resistant to Stewart's disease. Order today.
F. H. WOODRUFF & SONS
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Branches and Shipping Points: Sacramento, Calif.; Rocky Ford, Colo.; Milford, Conn.; Atlanta, Ga.; Toledo, Ohio; Mercedes, Tex.; Basin, Wyo.; Bellerose, L. I., N. Y., and others.

Tuc
BUILT RIGHT
The new Tuc Husker (below) is provided to do the precision job of automatically debutting and husking corn at great speed, without waste. The new Tuc Cutter (left) is designed and constructed to cut with unequalled accuracy all of the corn of all sizes of ears and nubbings that should be canned.
Both of these ball-bearing-equipped machines are built and guaranteed by one of the country's leading machine tool manufacturers, Rockford Drilling Machine Division of Borg-Warner Corporation at Rockford, Illinois.
Write for descriptive literature covering Tuc Corn Canning Equipment and the Tuc Method of Canning Whole-kernel Corn.
CORN CANNING Tuc EQUIPMENT
THE UNITED COMPANY Westminster, Md.
HUSKERS — CUTTERS — TRIMMERS — CLEANERS
SILKERS — WASHERS and GRINDERS

GRAMS of INTEREST

THE "ATLAS OF WHOLESALE GROCERY TRADING AREAS" —Market Research Series No. 19—is to be released by the Bureau of Foreign and Domestic Commerce on Tuesday, April 26th. This study, which is a revision of the "Atlas of Wholesale Grocery Territories" published by the Bureau in 1927, depicts 184 primary wholesale grocery trading areas which together cover the United States. There have been a number of changes in the contours of the individual trading areas since 1927. In addition to two large United States maps, and a number of pages of trading area maps all outlined by counties, will be found in this volume county statistical data published for the first time. The Atlas—price $1.00—will be available from the Washington office or any one of the bureau's 25 District offices.

•

MAURICE A. CORBETT has resigned as publicity and sales promotion manager of the Honor Brand Frosted Foods Corporation of New York City.

•

LEONARD W. HATHAWAY, President of Budlong Pickle Company, Chicago, died there on April 12th following an illness of several weeks. Mr. Hathaway was 77 years old. He had been active in association work and served as President of the National Pickle Packers Association.

•

PERRY THRUSH of Westfield Canning Company, Westfield, Indiana, died on Sunday, April 17th, at the age of 62 years.

•

PHILLIP M. ROGERS, Treasurer of Libby, McNeill & Libby, arrived at San Francisco recently from the Hawaiian Islands.

•

H. J. HEINZ COMPANY, Pittsburgh, Pennsylvania, has filed an appeal from the National Labor Relations Board's decision ordering the company to bargain collectively with the Canning and Pickle Workers Union, Local 325, American Federation of Labor. The appeal brief attacked the findings of fact by NLRB and the requirements of the Board's order.

•

ADDITIONAL CORN EQUIPMENT will be installed at Stokeley Brothers & Company's Milltown (Wisconsin) plant.

•

QUALITY FOOD PRODUCTS COMPANY, INC., Bradford, Ohio, last year for the first time made a pack of pears, following the tomato season.

•

CANNERS WERE SHOWN how tomato plants can be grown to maturity in ashes or fine gravel by use of a nutrient solution, at the Ohio State University Canners' Conference.

HUNT BROTHERS PACKING COMPANY, San Francisco, California, reports a net loss of $50,444 for the fiscal year ending February 28th, 1938, this comparing with a net profit of $80,762 in the previous fiscal year. President G. H. Bradt advised stockholders that sales for the year showed a reduction of about 9 per cent in dollar value and a larger reduction in unit sales. Labor costs increased $350,000, or 30 per cent, during the 1937 season. To insure economy, the company plans to consolidate operations in fewer plants during the coming season.

•

PACIFIC CANNED SALMON DISTRIBUTORS ASSOCIATION is the new name of the organization of sales agents in the salmon industry, according to a recent announcement by E. O. Paup, President of the Association. For the past several years, this group was known as the Pacific Canned Salmon Brokers Association. The name was changed because the association felt that the former name did not properly describe the functions of the members. It was also felt that the new title would give the association greater prestige in dealing with carriers engaged in the distribution of canned salmon and with regulatory bodies.

•

A CONFERENCE and display sponsored by the Food Products Division of the University of California and the Pacific States Cold Storage Warehousemen's Association was held April 12th at the Hotel Empire, San Francisco, California. In attendance were packers of frozen foods, canners and technical experts. A sample cutting of frozen vegetables was an interesting feature of the conference.

•

A BRAND NEW BABY BOY was presented to Mr. N. C. Buckles, Manager of the Quality Food Products Company, Bradford, Ohio, on April 3rd. The new canner will be called Thomas K. Buckles.

•

CRAIG DILLON, former President of the Indiana Canners Association, was on April 14th appointed receiver for the Macke Packing Company, Wapakoneta, Ohio.

•

THE FIRM OF KOCKOS BROTHERS, wholesale grocers, San Francisco, California, has been incorporated under the name of Kockos Brothers, Ltd.

•

QUARRYVILLE CANNING COMPANY, Quarryville, Pennsylvania, have discontinued their canning operations in Pennsylvania and have moved to Hopewell, New Jersey, where they have taken over the canning business of the Hopewell Valley Canning Company, which has operated there for the past 45 years. They will continue to operate as the Quarryville Canning Company of Hopewell, New Jersey.

INVESTIGATE STERILIZED SPICES

ALL SPICE CONTAINS MOLD AND BACTERIA AND MAY BE THE SOURCE OF YOUR TROUBLE

The Griffith Laboratories are the first to produce Sterilized Spices which give to your products stability and longer life, improved taste and flavor, eliminating molds and bacteria that are so largely responsible for food spoilage.

Griffith's STERILIZED SPICES, covered by patents, are available either individually or in mixtures for any seasoning purpose or we will sterilize your own private formulas if you desire.

There is only slight increase in cost.

Write today to

THE GRIFFITH LABORATORIES
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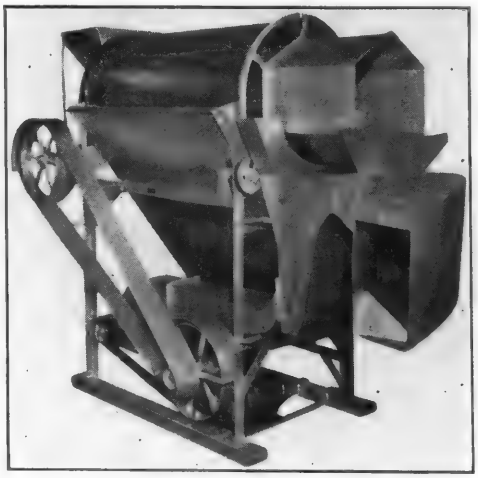


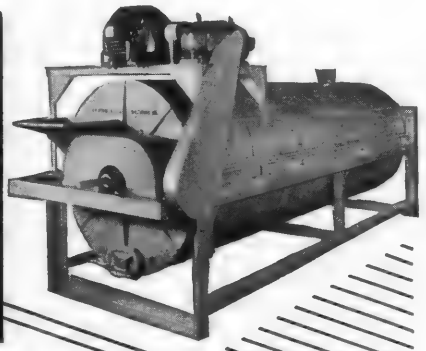
HEX-RO CLEANER

The canner using Hex-Ro to remove foreign matter, such as pieces of pods, vines etc, from vined peas or lima beans or for cleaning whole grain corn is assured of a higher quality and a better price for the canned article.

Ask for explanation

THE SINCLAIR-SCOTT COMPANY
"The Original Grader House"
BALTIMORE, MARYLAND

IMPROVED... ROBINS CONTINUOUS BLANCHER



DESIGNED TO SAVE TIME AND GIVE ADDED CLEANLINESS

Gives uniform blanch for varying conditions of stock. Close fitting drum. Effective for blanching small vegetables . . . No Bruising. All steel and welded construction. Made in any size and with pulley or motor drive as desired.

Write for details and for general catalog No. 600, describing the entire Robins line of canning equipment.

A. K. ROBINS & COMPANY, Inc. Baltimore, Md., U. S. A.
(Manufacturers of Canning Equipment)

FOUR TYPES FOUR PRICES

Tomato Field Baskets

Progressive canners everywhere use $\frac{5}{8}$ baskets instead of old fashion field crates because they save time, labor, space and money. Tomatoes keep longer in Baskets because of thorough ventilation. We are the largest manufacturers in the United States.

Write us for prices

PLANTERS MANUFACTURING CO., Inc.
PORTSMOUTH, VIRGINIA

Do Not Restrict Retailer Sales Help

By "BETTER PROFITS"
Special Correspondent of "The Canning Trade"

A CANNER in the East writes:

"In an attempt to create consumer demand for our products, and at the same time keep our advertising expenditures within bounds, we have decided on a series of dealers' helps grouped around four yearly sales. Accompanying all four sets of advertising material will be some recipe books but these are quite expensive. On this account we are limiting the number of them to be alloted each retail dealer according to his purchases. Some of our representatives, and a buyer or two, feel we are wrong in doing this and they may be right, but we simply can't give out these books in amounts bearing no relation to sales. If we went wild in the matter it would cost us too much money! What do you think? Aren't we right in limiting our advertising expense on account of each retail dealer according to what business he gives us?"

The inquiry looks like one prompted by a feeling that perhaps those disagreeing with the principles laid down to govern the program are right in offering as their opinion that an advertising campaign restricted in an important particular to the number of cases a retail dealer buys is not one that will build business in a broad way.

Before we answer the writer let's look at the reason for advertising our products. There can't be but one, a canner willing to spend good money for merchandising his product hopes to increase consumer demand, while also acquiring an increased measure of dealer good-will. Any other reason is beside the question and should be ruled out. If by chance an advertising project should increase consumer use of a product, such interest on the part of housewives is only imaginary until translated into purchases from some retail grocer. Leave this man in general dissatisfied with your set up and your housewives will search the city over for your goods and find them in but few stores. There are too many established brands dealers may feature for them to become actively interested in one that promises support dependent on sales in hand before support is forthcoming.

Looking over the program as outlined by our correspondent the idea of advertising material glorifying four yearly sales is good. It is exactly such a plan as is being followed today by several national advertisers with much success, and will create valuable consumer interest if properly promoted by retail dealers. Perfection in canning quality has been reached by so many canners it is no longer necessary for a distributor to dwell for more than a moment on the quality of the goods he has to offer. If they are quality packs, and it is such we are considering, it is not possible to offer these at low prices and thus attract new users. Quality must be supported by some unusual sales idea at least, and then we'll go to town depending of course on the final interest of the retail dealer in our proposition.

Those initiating seasonable sales supported by appropriate advertising material, supplied advertising leaflets at first and often, follow such a practice today. Others offering limited supplies of dealers' helps several times a year quite generally pocket advertising leaflets in some elaborate piece of advertising material and see to it that everyone has had an opportunity to secure a leaflet. I'll admit these are sometimes sketchy but in contrast are timely as a rule and have the virtue of novelty. The trained food shopper of today welcomes suggestions as to new dishes, and seems quite willing to continue purchasing foods the manufacturers of which are willing to provide up to date suggestions as to serving, economy in use and so on.

The elaborate recipe book running into important money to edit and publish is reserved for distribution to those interested enough in securing it to send stamps to cover a part of the cost and mailing, and labels as evidence of purchase of foods whose manufacturers are willing to spend considerable sums for complete suggestions for use. Such publications are of value in cementing friendly relations between canner and consumer and ought to be a part of every advertising schedule. Their use, however, ought not to be restricted in any sense except as a canner may decide just how much his advertising budget will stand for the issue in question.

Let's get one thing straight. I am an admirer of the canner or individual who knows whither he is headed and operates accordingly. I have said in this article, and many others, that one should chart his advertising course and stick to it. There is nothing to prevent the publication by anyone of an elaborate cook book destined to increase consumer interest in a line of canned foods, nor the limitation of its distribution in any manner the publisher sees fit. Today one of the largest distributors of packaged foods in the country is still sending out copies of a cook book selling for one dollar which any woman would be proud to have in her kitchen library, but the passing of this book to consumers is in no way associated with sales to a retail dealer. I want to point out, however, that if a canner allots recipe books to a retail dealer buying say twenty-five cases of his products, and no recipe books to a dealer buying only ten cases, right away he is discriminating between classes of dealers and in a short time none of them will regard him very highly.

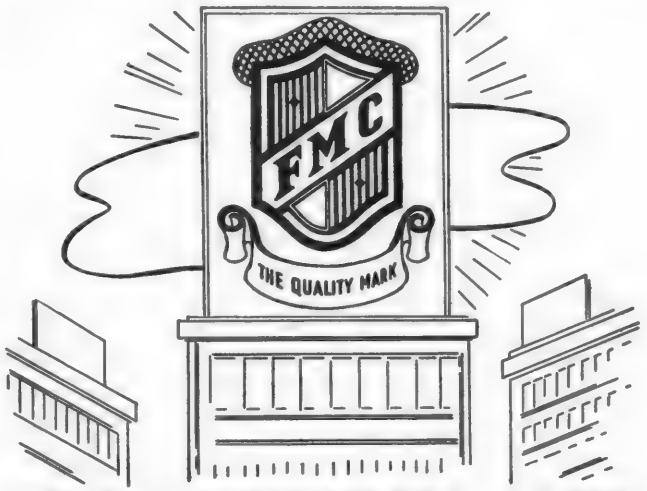
Looking at the matter from another angle: unless a canner can allot recipe books enough to a dealer so that all his interested customers can secure one, on the same basis as anyone else, he is courting trouble in large amounts. Say for instance a packer supplies twenty-five recipe books to a distributor with four hundred customers, the books will not cover even a comfortable percentage of the amount. If four different books are to be given out, the retailer will have to set up a set of books in order to know who is entitled to the successive issues of the publication. Twenty-five will get the first number, seventeen of them the second, eleven of them the third issue and when the year rolls around, on the fourth issue, about seven or eight of

the first twenty-five will have completed the collection, only four out of four-hundred will be completely satisfied. Four issues of a much less expensive recipe leaflet to be given all customers will do a lot more toward making everyone of the housewives conscious of the products advertised.

My suggestion to our inquiring reader is this. Get out the elaborate recipe book and of course, include in it as much product and policy story as you wish. Hold this for distribution to those sufficiently interested to send you an amount of cash or stamps and evidence of having bought your goods. This book may be a loose leaf affair, succeeding issues of recipes may be punched to fit and forwarded when issued to those buying the binder and initial issue. In addition, loose leaf recipes may be issued inexpensively in large quantities and distributed generously to all dealers selling your goods. These smaller leaflets can all carry the story of the larger, permanent book and in time will sell many copies. Any advertising you may do locally should mention the cook book and explain how all may get a copy.

This plan offers you a chance to get your sales story into the homes of interested housewives, where it will be treasured and referred to many times over the course of the years if you make it worthwhile. A deviation from the plan mentioned might be that you supply the wives of your buyers and salesmen with these books and put them on your mailing list for succeeding issues. Many buyers are so busy today they have little time for delving into all publications that come over their desks, but if you get your well set up story into a recipe book that will be valued by their wives it will be called to their attention, you can be sure!

In conclusion, please do not confuse your desire for increased consumer interest in your products with your wish to keep expenses for creating this in direct relation to possible purchases by individual retail dealers. You may allot advertising material to a market according to the sales in that market but this should be done solely in the case of dealers' helps. When you start to interest the housewife in your goods you have a different job on your hands. The small dealer with time on his hands to be used in increasing sales may have never handled your goods. If you can get your line started in his store he will be apt to work it personally and recommend it to his trade. At the same time his orders will not be large at first. He is, however, entitled to just as much support in the creation of consumer demand for your goods as is the largest retail dealer you have. Arrange your advertising campaign then so that this may be worked out to the satisfaction of all parties concerned. The best manner in which to do this is by means of the four yearly sales, the dealers' helps tying up with them and a supply of recipe leaflets sufficient for free distribution to all possible users of your products. If you go ahead with the elaborate cook book, arrange to supply this to all who are interested enough to pay you a part of it's cost and mailing charges, but don't limit copies to so many cases of goods sold to each retailer! And don't depend on the dealer doing a great deal toward getting your larger cook book into general circulation.

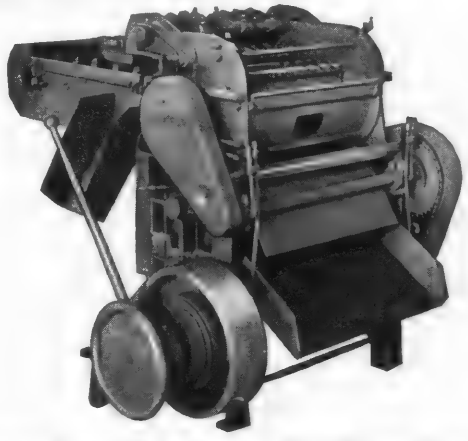


HEAD & SHOULDERS ABOVE

Quality and value have long established the products of Food Machinery Corporation as being foremost in the canning industry. We are proud of this respect and confidence and shall continue to exert every effort to merit them even in greater measure.

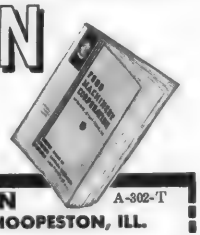
Peerless SUPER HUSKER

The fastest, most efficient green-corn husking machine built. Husks two tons of corn every hour. Doubles the capacity of your plant without increasing floor space; each Super Husker may be installed in the same spot and will take up no more floor space than now occupied by a single husker. Mail coupon for complete details.



Modern Canning Equipment for All Food Products

FOOD MACHINERY CORPORATION



Sprague-Sells Division
HOOPESTON, ILLINOIS
MAIL COUPON TODAY!

FOOD MACHINERY CORPORATION A-302-T
(Sprague-Sells Division) HOOPESTON, ILL.

Please send
☐ Full details of the Peerless Super Husker.
☐ Your complete General Catalog.

*Name*_____
*Firm*_____
*Address*_____
*City*_____ *State*_____

"FRESH FROM THE FIELD FREEZING NOT NEEDED"

Sorber Gives Test Results At Technical California Frozen Pack Conference; 200 Attend

From Food Field Reporter

San Francisco, Calif.—Freezing of vegetables fresh from the field, in at least four well-established instances, is not necessary in order to obtain optimum texture, color and flavor of the resulting product, D. G. Sorber, food research division, U. S. Department of Agriculture, declared here last Tuesday, April 12, at the first technical California Frozen Pack Conference, held in the assembly room of the Hotel Empire.

The conference was held under the joint auspices of the National Association of Practicing Refrigerating Engineers and the Pacific States Cold Storage Warehousemen's Association and was presented by the Fruit Products Division, University of California, and Laboratory of Fruit and Vegetable Chemistry, United States Department of Agriculture.

More than 200 present and prospective packers of frozen fruits and vegetables and members of related industries were in attendance.

RESULTS OF EXPERIMENT—Mr. Sorber recounted the results of an experiment conducted to test the value of freezing fresh from the field. At points in the state 24 to 30 hours truck time to Los Angeles, asparagus and lima beans, also Brussells sprouts and broccoli, were harvested in the morning. Immediately one sample was frozen while another was crated and transported by truck to Los Angeles under refrigerated conditions in an overnight run, and then frozen and stored for some time.

Outlining work with lima beans grown on 150 plots throughout the state, Mr. Sorber said that cooking tests on beans harvested and frozen from these plots, showed in general final quality product from the point of view of taste and cooking time necessary to make the product tender.

Only certain varieties of the smaller beans give good quality results when frozen, he declared. Packers attending the conference expressed great interest in this aspect of his remarks, many expressing the opinion that the public wants the small bean, despite the fact that the larger ones were found to be of finer quality.

If a lima bean needs more than six to eight minutes for cooking, it is a poor prospect for successful frozen packing, Mr. Sorber asserted.

At the noon luncheon, a complete meal from commercially frozen packs was served. Inspection of a complete range of selected experimental samples and commercially packed samples followed.

An appeal was made by Mr. Sorber for a pooling of information gleaned by various frozen food packers to accelerate the progress of the industry.

Optimum blanching time for vegetables to be frozen varies all the way from one or two minutes for peas to from ten to twenty minutes for artichokes, according to Professor M. A. Joslyn, fruit products division, University of California. These times were practically the same as those required for canning, he stated.

Eventually, the frozen food industry will have to sell by brand, Dr. E. M. Chace, food research division, U. S. Department of Agriculture, predicted. As with the canners, he reminded the attending packers, the success of selling by brands would depend upon the quality of the goods offered to the public.

Quality of goods reaching the public will be affected by the proximity of the freezer to the harvest field, especially in summer, the shortness of the time between blanching and freezing and the care taken by the retailer with the final product, he pointed out.

In a discussion of the "Problem of Packing Frozen Foods," William Kuster, San Francisco engineer, emphasized the necessity for eliminating air spaces in the packing of foods to be frozen. The most important factor in determining the speed of freezing is the time required for the heat to travel from the center of the product to the outside surface of the container and wrapper, he declared. If the speed of heat flow is retarded by the presence of insulating air or gas pockets, the freezing time is naturally increased.

GRIST FROM THE MARCH PURE FOOD MILL

Compiled by Secretary F. M. Shook

NOTICES of judgment under the Food and Drug Act issued March, 1938.

Commodity	Cases	Bond Fine	Charge	Disposition	State
Beets	305		Adulteration	Destroyed	Wis.
Blackberries	778		Adulteration	Destroyed	Oregon
Cherries		$500 Fine	Misbranded	Relabeled	Oregon
Cherries	310	Bond	Misbranded	Relabeled	Utah
Cherries	74		Adulteration	Destroyed	Oregon
Cherries		$50 Fine	Adulteration	Destroyed	Oregon
Cherries	424	Bond	Misbranded	Relabeled	Utah
Corn	111	Bond	Misbranded	Relabeled	Illinois
Huckleberries	26		Adulteration	Destroyed	Wash.
Huckleberries	286		Adulteration	Destroyed	Wash.
Huckleberries	51		Adulteration	Destroyed	Wash.
Huckleberries		$20 Fine	Adulteration	Destroyed	Wash.
Peaches	734		Adulteration	Destroyed	Calif.
Pears	375		Adulteration	Destroyed	Calif.
Peas	759	Bond	Misbranded	Relabeled	Md.
Peas	890	Bond	Misbranded	Relabeled	Md.
Peas	33	Bond	Misbranded	Relabeled	Md.
Peas	815	$50 Fine	Adulteration	Destroyed	Idaho
Peas	143		Misbranded	Charitable Institution	Md.
Peas	189	Bond	Misbranded	Relabeled	Md.
Peas	52		Misbranded	Destroyed	Md.
Peas	180	Bond	Misbranded	Relabeled	Md.
Prunes		$500 Fine	Adulteration	Relabeled	Oregon
Prunes	116		Adulteration	Destroyed	Oregon
Tomato Catsup	324		Adulteration	Destroyed	Indiana
Tomato Catsup	36		Adulteration	Destroyed	Ohio
Tomato Catsup	12½		Adulteration	Charitable Institution	Louisa.
Tomato Juice	915	Bond	Adulteration	Relabeled	Colo.
Tomato Juice	7,718		Adulteration	Destroyed	Indiana
Tomato Juice	51		Adulteration	Destroyed	Utah
Tomato Paste	355		Adulteration	Destroyed	Calif.
Tomato Paste	106		Adulteration	Destroyed	N. Y.
Tomato Paste	48		Adulteration	Destroyed	Calif.
Tomato Paste		$270 Fine	Adulteration	Destroyed	N. Y.
Tomato Paste	50		Adulteration	Destroyed	N. Y.
Tomato Puree	153		Adulteration	Destroyed	Calif.
Tomato Puree	32		Adulteration	Destroyed	Indiana
Tomato Puree	1,000 Cans		Adulteration	Destroyed	Ky.
Tomato Puree	1,909		Adulteration	Destroyed	Wis.
Tomato Puree	4,732	Bond	Adulteration	Part destroyed	Neb.
Tomatoes	1,970	Bond	Misbranded	Relabeled	Indiana
Tomatoes	125		Adulteration	Destroyed	Md.

Increase Your Capacity on Green Peas

with the

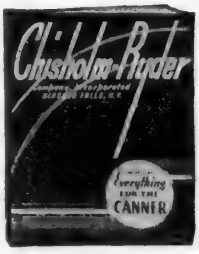
CRCO

QUALITY GRADER

Uniformity of tenderness in green peas is quickly secured by the tremendous capacity of the CRCO Quality Grader. Delivers three distinct grades at high speed.

Ask for Bulletin QG-1

Send for complete Catalog No. 381. Over 172 pages.



Chisholm-Ryder

Company, Incorporated

NIAGARA FALLS, N.Y.

SEATTLE, WASH.
COLUMBUS, WIS.
INDIANAPOLIS, IND.
NIAGARA FALLS, CAN.
A. K. Robins & Co., Inc.
Baltimore, Md.
James Q. Leavitt & Co.
Ogden, Utah

THE BEST OF *Everything* FOR THE CANNER

Economical Insurance *Dependable Protection*

CANNERS EXCHANGE SUBSCRIBERS

at

WARNER INTER-INSURANCE BUREAU

LANSING B. WARNER, Incorporated
Chicago

OVER THIRTY YEARS OF SUCCESSFUL SERVICE TO THE CANNING INDUSTRY

Specialized Service *Demonstrated Efficiency*

LABELS

MODERN DESIGNS

to meet your trade requirements.

PIEDMONT LABEL COMPANY

INCORPORATED

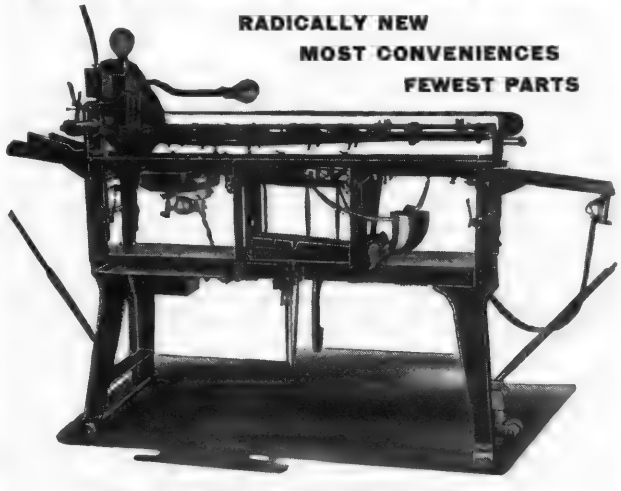
DESIGNERS - - LITHOGRAPHERS

BEDFORD VIRGINIA

KYLER LABELING MACHINE

Quickly adjusted for wide range of can sizes

RADICALLY NEW
MOST CONVENIENCES
FEWEST PARTS



"It has everything with half the parts"

WESTMINSTER MACHINE WORKS

Labeling and Boxing Machine Manufacturers

Westminster, Maryland, U.S.A.

DOMESTIC DISTRIBUTORS—A. K. Robins & Company, Inc., Baltimore, Md.; Chisholm-Ryder Company, Inc., Niagara Falls, N. Y.; Berlin Chapman Company, Berlin, Wis.; Willard Machinery Company, Los Angeles, Calif.; Duncan Equipment & Supply Co., Seattle, Wash.
CANADIAN DISTRIBUTOR—The Brown Boggs Foundry & Machine Co., Ltd., Hamilton, Canada.
FOREIGN DISTRIBUTOR—Ateliers de Construction E. Lecluyse, S. A., Antwerp, Belgium, manufacturers for Continental Europe.

Buyer's and Seller's Contract

Because of widespread interest and importance, we present here a form of Contract drawn up by the Wisconsin Canners Association

Issued in Triplicate BUYER'S COPY

NAME OF SELLER

Address of Seller

WISCONSIN PACK TO ORDER CANNED FOODS CONTRACT

....., 19.....

.....OF.....

Destination.....

Routing.....

.....

Hereinafter called buyer, has this day agreed to buy and XYZ CANNING COMPANY hereinafter called seller, has this day agreed to sell the following quantities of Canned Foods as per specifications and prices named below, and on terms and conditions stated on this and the reverse side of this contract.

Terms:.....

Pack of..... Date of Shipment.....

Cases	Cans per Case and Can Size	Brand or Label	Grade	Description of Product Variety, Size or Count, Style, Etc.	Price per Dozen Cans

CONDITIONS ON BACK OF CONTRACT

WISCONSIN PACK TO ORDER CANNED FOODS CONTRACT

(As per terms and specifications on face hereof)

DELIVERIES: F.O.B. Wisconsin Shipping Point. Notwithstanding shipped to seller's order or other method of shipment, goods are at risk of buyer from and after delivery to carrier, and buyer assumes all responsibility for shortage, loss, delay, or damage in transit upon issuance to seller by carrier of clean bill of lading (in "received for shipment" form) or equivalent form of shipping receipt.

STORAGE AND INSURANCE: Storage and Insurance at the rate of 2c per case per month or fraction thereof, and interest at the rate of 6% per annum, to accrue on and after date of shipment as specified on face hereof, on any unshipped balance in seller's hands at that time.

LABELS: Label allowance, if buyer's labels are used, $1.50 per thousand, except that on No. 1 tins and smaller, label allowance shall be $1.00 per thousand. When goods are sold for buyer's labels, the labels must be in the possession of the seller a reasonable time before date of shipment as specified on face hereof, or seller has the right to ship unlabeled in plain cases.

PRO RATA DELIVERY: The seller agrees to plan and provide for sufficient acreage to cover all goods sold for delivery during the packing season; if, however, because of crop failure or any other causes beyond his control, the seller is unable to deliver all or any portion of his contract commitments to all purchasers of any variety, size, or grade specified in this contract, it is agreed that the seller may pro-rate his available supply, if any, of that variety, size, or grade, among all purchasers of that item, and the buyer agrees to accept his pro-rata share of such variety, size, or grade without claim for damages. If there is no available supply to be thus pro-rated, seller is to be relieved from all responsibility for failure to deliver that variety, size, or grade.

INVESTIGATION OF SHORT DELIVERIES: Buyer shall have the right to request and seller agrees to allow the Wisconsin Canners Association, Inc., to investigate the cause of short deliveries, and a certificate from the Wisconsin Canners Association, Inc., justifying such short delivery or failure to deliver, shall release the seller from all further obligations on account of short delivery or failure to deliver.

EMERGENCY: If performance by either party is hindered or prevented by fire, wind, strikes or other labor disturbance, lack of transportation facilities, shortage of labor or supplies, breakdown of machinery, floods, earthquakes, acts of God, invasion, war, civil commotion, orders of civil or military authority, or other cause whether similar or dis-similar, beyond either party's control, performance hereunder to the extent that it is so hindered or prevented shall be excused.

IMPAIRMENT OF CREDIT: If during the life of this contract the financial responsibility of the buyer becomes impaired, or payments from buyer are past due, cash payment in advance with regular discount may be demanded by seller before shipments are made.

GUARANTY: Seller guarantees that all articles of food sold under this contract shall not be adulterated or misbranded within the meaning of the Federal Food and Drugs Act of June 30, 1906, and amendments thereto; provided, however, that the seller does not guarantee against such goods becoming adulterated or misbranded within the meaning of said Act, as amended, after sale by reason of causes beyond seller's control; and provided also, that seller shall be relieved from responsibility for misbranding when goods are not shipped under seller's labels or brands. Buyer undertakes to save harmless from any liability arising out of shipment under buyer's labels or brands.

SPOILAGE CLAIMS: The goods covered by this contract are guaranteed by seller against swells until August 1st following the date billed, but in no case for less than six months, unless said swells arise from improper handling or storage by carrier or buyer. All claims for swells must be made and bills rendered by buyer on or before August 1st, or not later than six months after date of invoice, and swells must be held subject to seller's order. Established claims shall be paid by seller within thirty days at invoice price and freight. Where local food laws require the destruction of swells, notice shall be filed with the seller or his representative, giving him ten days opportunity for inspec-

tion. If the seller or his representative fails to inspect within ten days, or if the goods are in the meantime destroyed by the authorities, official certificate bearing identification marks shall be accepted as prima facie evidence and voucher for the claim.

ALLOWANCE IN LIEN OF NORMAL SWELLS: At buyer's option ¼ of 1% to be allowed in lieu of normal swells. Normal swells shall be considered as not more than double the percentage allowance. In the event that claim is made and allowed for abnormal swells, the allowance already made on a percentage basis shall be deducted from such claim.

EXCISE TAXES: In addition to the price stated herein buyer agrees to pay or to re-imburse seller for the amount by which the cost to seller of performance of this contract on undelivered merchandise shall be increased by any Federal or State excise taxes that may be imposed by any legislation enacted after the date of execution, or seller may increase the price stated herein to the extent of such increase in cost. The seller agrees to reduce the price herein to the extent of any decrease in cost to the seller of performance of this contract on undelivered merchandise resulting from the repeal or reduction after the date of execution of any Federal or State excise taxes, or to reimburse the buyer to the extent of such decrease in cost on account of tax refunds actually received by seller as the result of the repeal or reduction of any such Federal or State excise taxes.

ARBITRATION: Any controversy arising out of this contract shall be settled by arbitration. In the absence of agreement by the parties, arbitration shall be held in the city nearest to the point where the goods are located. Arbitration shall be held before and under the rules of existing joint arbitration boards approved by the National Canners Association. The arbitrators shall assess the costs of arbitration and the decision shall be final and binding upon both parties, who hereby agree to comply therewith. No unimportant variation in the execution of this contract shall constitute a basis for a claim. Each party agrees that a judgment of the United States District Court in and for the district within which the award was made shall be entered upon the award made, but the State Courts shall have sole jurisdiction of enforcing this agreement to arbitrate and any arbitration award in all cases in which the United States District Court shall not have jurisdiction.

NON-ASSIGNABILITY: This contract is not assignable and goods sold hereunder are not to be shipped or diverted to any destination other than that herein specified, without consent of seller.

SEPARABILITY: This contract shall be deemed separable and divisable as to all goods sold herein, and the buyer may not refuse to receive any lot or portion of the goods shipped hereunder for failure of any other lot or portion to be delivered in compliance with this contract, unless the right so to refuse is expressly provided for on the face hereof.

SCOPE OF CONTRACT: This contract is complete relating to goods specified herein. Brokers and salesmen have no authority to waive, change, or add to any of the terms or conditions covered by this contract.

Unless executed and returned by buyer to seller within ten (10) days after the date specified on the face hereof, seller may, at his option, withdraw this confirmation by prompt notification to buyer.

ACCEPTED BY:

Buyer .....Seller.....Broker.....

Per .....Per.....Per.....

The above Form of Contract has been adopted by the Wisconsin Canners Association, Inc.
(Revised 1938)

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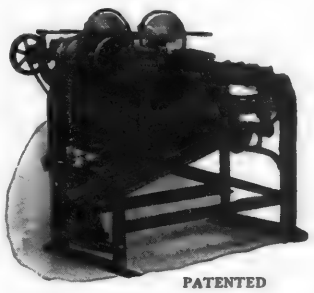
THE VARIOUS STATE ASSOCIATIONS of canners are urging their members to fill out the questionnaire forwarded them by the Division of Simplified Practice of the National Bureau of Standards concerning standard sizes for cans.

HAMILTON
Steam Jacketed
KETTLES

—all styles, any size—made in Copper, Aluminum, Stainless Steel, Monel Metal, Pure Nickel.

Nationally known for their quality of materials, construction and performance. Built by an organization that has made kettles for more than 66 years.

HAMILTON COPPER & BRASS WORKS, Hamilton, Ohio



PATENTED

MORRAL CORN HUSKER
Either Single or Double

MORRAL CORN CUTTER
Either Single or Double Cut

MORRAL COMBINATION CORN CUTTER
for Whole Grain or Cream Style Corn

MORRAL LABELING MACHINE
and other machinery

Write for Catalogue and further particulars

MORRAL BROTHERS, Morral, Ohio

OUR GIFT TO CANNING EXECUTIVES

THE Research Staff of the Hammond Organization has prepared an exhaustive textbook especially for the use of Canning Trade Executives and Commercial Growers.

For APHID *Control*— ACTIROTE
DUST OR SPRAY

The most effective Aphis Dust yet introduced. Basically a 1% Stabilized Rotenone Dust, it also contains a unique irritant which forces aphids from protected areas, to their doom. Also available in liquid form.

Write us for your complimentary copy.

HAMMOND PAINT & CHEMICAL CO., 95 Ferry St., Beacon, N. Y.

All the latest data

FORMULAE — COOKING TIMES
COOKING TEMPERATURES
are included in the new 6th (1936) edition of

"A Complete Course in Canning"

Price $10.00
order your copy now.

The Canning Trade
20 S. Gay Street
Baltimore, Md.

THE NEWS GETS AROUND

Users of Crown Cans enjoy a service that is notably different. For Crown's methods of doing business are in step with present day needs of packers. And Crown's relations with its customers are marked by a spirit of helpful cooperation. Naturally, such interesting facts do not remain a secret. Demand for Crown Cans and Service is steadily growing in an ever widening circle.

CROWN CAN COMPANY
PHILADELPHIA, PA.
ST. LOUIS • HOUSTON • MADISON
Division of Crown Cork & Seal Co.

CROWN CANS

Packers' Cans for 1938 sold f.o.b. Philadelphia, Baltimore, St. Louis, Houston, Madison and other selected points.

INDEPENDENT AND HELPFUL

THE MARKETS

IN LEADING CANNED FOODS CENTERS

WEEKLY REVIEW

Are Growers and Consumers to Be Penalized?—Wage and Hour Bill Up Again—The Truth About Tri-State Acreage, and What It Means to the Entire Pack.

PENALIZING GROWERS—The excitement of the week is the introduction of the Wage and Hour law into Congress (it should rather be said, its reappearance, since it has been before them several times), but this time without the exemption for the canners, which heretofore has been granted the industry, even under the Codes.

If our Legislators wish to penalize the food crop growers, by compelling them to leave half the crops intended for canning to rot in the field, as will inevitably happen if the canners are compelled to work but 8 hours during the time when those crops are ready, they could do nothing better than refuse this exemption to this industry. It is utterly impossible to work two or three "shifts" to handle the products, in order to save them, as all of us know. If this waste is to be enforced it will clear up for all time any possibility of over-packs, or surplus canned foods; and correspondingly, it will raise into the luxury class the prices of such goods to the consumers. And if they are going to force this upon those who conserve Nature's bounties at the time of their perfection for use in the bleak days of winter or want, then let these Legislators at least be reasonable, and demand that housewives, or their servants, be not allowed to work more than 8 hours per day, even if it means the loss of meals for the family. The two occupations are entirely similar: the canners are wholesale preparers of foods for the table, and the cook or the housewife prepares the meals from these foods. Ask these consumers if they wish their canned foods so restricted, and whether or not they wish to be forced to pay twice as much as they now do for the same foods.

Take the matter of canning peas, which will be "on" with the canners of the Tri-States within a few days. When the pea crop is ready, which means when the peas are in their prime, it must be canned. The season of such perfection in peas seldom runs over six days in this region; and that means six days of from 15 to 18 hours each. It is not possible to assemble three shifts of competent workers for such a short period of employment; but being adults the short-time, heavy drive does not injure them, and it does return worthwhile money, which, after all, is the only reason these workers take the jobs. They would not migrate to the canneries if they could work but 6 days of 8 hours each. Again it is like the housewife who could not possibly manage her home if she were compelled to work but 8 hours, and the canneries, as the great kitchens they are, should be considered on the same basis. The operators do not want, seek nor care for these heavy hour runs, but Nature knows no hour limitation, and the canners are compelled to follow her.

THE MARKET—It is getting tiresome to say that there has been no change in the market situation this past week, unless it be that buying has slowed down just a little more than previously. Rather than take space to repeat the obvious, we have spoken above as we do, because it is very important in your marketing operations this season. Other market reporters, in this issue, tell the story of conditions, and you have the quoted prices on their pages.

Let us, then, take another feature of importance. Much is being made—too much, as you shall see—that pea canners in the Tri-States did not cut their acreages as much as these critics (for a price purpose) thought was needed. We submit this as an evidence of the extremes to which interested parties will go to beat down canned foods prices to ever lower and lower levels. They magnify the effect of this Tri-State action out of all proportion to its desserts; first, in that the Tri-State intends to cut its peas earlier than ever before, so as to be sure to avoid standards and substandards. That will mean not alone a greatly reduced pea pack, compared with other years, but a quality pack, worth real money. Secondly, not all the canners have put in the same acreage as last year. Here is a Crop Report from H. P. Cannon & Son, Inc., Bridgeville, Del., ex-President of the National Canners Association, as also of the Tri-States, an old and successful canning concern, and we hope that they will not object to the mention of their name here, for we wish to show the calibre of canners who are cutting their acreage and intend to pack carefully. They say:

"Asparagus—in fine condition; cutting some this week; acreage about like last year.

Peas—acreage about 20 per cent less; two weeks ahead of '37; prospects very good.

Beans—(string)—None planted yet; acreage less than in 1937.

Fruit—is not hurt yet; feel fairly sure of crop of peaches and apples.

We are cutting our pack this year. Even if we have bumper crops we will still have a much smaller total output. We want to sell all our products at a profit, and not be left with a surplus which might stand us a loss."

The report is dated April 18th, 1937.

But for the sake of the pessimist who considers all

men liars, what could be the effect on the canned pea packs of the whole country, if the Tri-States came through as of old? In 1935 the country's pack of peas was 24,698,633 cases, of which the Tri-States (New Jersey, Delaware and Maryland), supplied 3,132,941 cases, or about 12 per cent of the pack. In 1936, of a total pack of 16,552,816 cases, the Tri-States supplied 1,501,021 cases, or less than 10 per cent; and in 1937 of the total pack of 23,457,479 cases, the Tri-States' contribution was 2,161,415 cases, or again less than 10 per cent. Other sections are cutting, and cutting the acreages heavily, and they all intend to pack better peas than they have in the past. So take with a big grain of salt anything they try to make you believe, because they have figures for the Tri-States; or that all the other 90 per cent are in line. They are riding the poor canners with whip and spurs, in this marketing consideration; but in spite of it all the prices are holding.

Let's hope that we are going to get good crops, of fine quality, for the canners intend to pack fine goods, and not too many of them. And that is the one way towards salvation, financially.

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NEW YORK MARKET

By "New York Stater"

Special Correspondent of "The Canning Trade"

Buying a Little Better—Concessions Are On Off-Grades—Tomato Prices Soft—Chains Pushing Low Grade Peas—Corn Unchanged—Spinach Rouses Interest—Asparagus Pack Limited—Apricots Easier—Cherries Weaken—Salmon Unchanged.

New York, April 22, 1938.

THE SITUATION—Trading in canned foods has shown a slight pick-up during the week, as distributors have come into the market for supplies in better volume and "special offerings" by some canners have been absorbed. While the prices mentioned in some current transactions would indicate an easing in values, it must be remembered that many of the sales involve canned foods which are slightly "off-grade". Thus, the general market, on the whole, may be said to be unchanged, and there is nothing in the current picture, outside of outright necessity to sell by the packer, which would point to any general lowering of market values.

THE OUTLOOK—Distributors show no inclination to depart from their hand-to-mouth buying attitude as yet, and the situation is still a stalemate in this respect. Reports of acreage intentions for the 1938 pack are being closely studied, with many buyers feeling that canners have not gone far enough in curtailment proposals, particularly with regard to peas and corn.

TOMATOES—The market for prompt shipment southern tomatoes is rather soft at the moment, with standard 1s offering at 40 cents, 2s at 61 cents, 2½s at 92½ cents, 3s at $1.05, and 10s at $3.10. Jobbers are taking stocks only for immediate requirements. California canners are offering standard tomatoes for prompt shipment at 62½ cents for 1s, 72½ cents for 2s, 85 cents for 2½s, and $2.85 for 10s, with fancy solid pack holding at 85 cents for 1s, 95 cents for 2s, $1.32½ for 2½s, and $4.15 for 10s, with featured brands commanding premiums of 5 cents and upward over these levels. Little buying of the coast product for shipment to the local market is reported.

PEAS—Chains and super-markets have been picking up standards and extra standards wherever offered at concessions, and some of the large chains are reported to have bought fairly large blocks of fancy peas at undisclosed prices. This buying is tending to keep the off-priced goods off the general market, and posted ranges continue unchanged. The trade is still bearish on peas, however, owing to the outlook for a substantial carryover into the new packing season.

CORN—No price changes are reported on either standard or fancy corn for the current week. Demand is limited to small lots for prompt distributing requirements.

SPINACH—According to reports from California this week, the spinach pack on the Coast will fall short of a million cases, due to the heavy crop damage experienced this season. Canners have not yet named quotations for the new pack, but are offering old pack for prompt shipment at inside quotations of 72½ cents for 1s, 90 cents for 2s, $1.05 for 2½s, and $3.50 for 10s. In the South, canners quote 2½s at 95 cents and 10s at $3.25, with a moderate amount of buying interest reported in spring pack.

ASPARAGUS—Buyers are waiting the naming of opening prices on new pack California 'grass. On old pack, the market remains nominally unchanged at previous levels. By arrangement between growers under the State prorate plan, California's 1938 asparagus pack will be limited to a maximum of 1,800,000 cases of all kinds.

APRICOTS EASIER—Coast canners are showing more anxiety to move carryover stocks of apricots, and the market has eased off slightly. Prompt shipment 2½s are quoted this week at $1.75 for fancy, $1.55 for choice, and $1.35 for standard halves, with prices of packers of featured brands 10 cents higher in all instances. On 10s, fancy halves are quoted at $6.25 minimum, with choice at $5.50, standards at $4.85, waters at $4.15, and solid pack pies at $4.85.

CHERRIES WEAKEN—Cherries for prompt shipment have also softened somewhat on the Coast. On 2½s, the market is held at $3.00 for fancy, $2.85 for choice, and $2.70 for standards, with buyers still looking for concessions from these levels. The market for 10s is held at $10.75 for fancy, $10.00 to $10.25 for choice, and $9.75 for standards.

PEACHES—Limited inquiry for cling peaches for Coast shipment is reported, the market holding at $1.70 to $1.80 for fancy 2½s, $1.55 to $1.65 for choice, and $1.45 and up for standards. On 10s, fancy are quoted at $5.80, choice at $5.30, standards at $5.00, waters at $4.35, and solid pack pies at $5.25. Freestone peaches are coming in for a little inquiry, posted prices on the Coast holding at $1.65 for fancy 2½s, $1.40 for choice, and $1.25 for waters, with 10s at $5.80 for fancy, $5.15 for choice, $4.65 for standards, $3.75 for waters, and $4.75 for solid pack pies. Freestone peaches are steadily coming in for more popular de-

mand in Eastern markets, and it is expected that packers will increase their output of this variety as demand continues to widen.

PINEAPPLE—No price changes are reported on this fruit for the current week, and demand has continued to hold up fairly well. Chunks and chunklets are beginning to move better in the local market. The Pineapple Producers' Cooperative Association this week announced plans for a material widening of its advertising activities during the spring and summer season. The group will use billboards in the principal markets, and will also utilize color pages in consumer magazines and Sunday magazine sections of newspapers.

FRUIT COCKTAIL—A slight pick-up in inquiries for fruit cocktail is reported locally. For prompt shipment from the Coast, the market for fancy grade is held at $1.25 to $1.30 for 1s, $1.70 to $1.75 for 2s, $2.15 to $2.25 for 2½s, and $7.50 for 10s.

SALMON—Salmon prices for Coast shipment remain unchanged, and buyers are exhibiting a little interest in offerings, demand during the Lenten season having materially reduced current inventories. Reports of labor difficulties of the salmon canners in connection with plans for the 1938 pack are being studied with more interest as indicative of a probable increase in canning costs this season, to be reflected in prices for the 1938 pack.

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CHICAGO MARKET

By "Illinois"

Special Correspondent of "The Canning Trade"

Wholesalers Selling at Bargain Prices—Peas Dragging—Reduction in Corn Acreage Has Not Helped Spot Prices—Indiana Tomato Prices—A Bean Sale at Low Prices—Milk Downward—Grapefruits Uneasy—Fruits Easier.

Chicago, Ill., April 21, 1938.

GENERAL CONDITIONS—Under this heading, it might be a good thought to present to the readers of this column some idea of the cut prices selling that is going on in Chicago among the wholesale grocers. For example:

No. 2½ Standard Y. C. Peaches	$1.69
No. 2 Full Std. Cut Green Beans	.72½
No. 2 Fancy Applesauce	.69
No. 2 Standard Tomatoes	.68
No. 1 Standard Early June Peas	.48
No. 2 20 oz. Tomato Juice	.55

Remember, these are prices that the wholesale grocer is selling to the retail trade. On the item of standard peaches, the market on the Coast is $1.45 under the Control, and it takes at least 25 cents per dozen freight to bring the goods here.

PEAS—Everyone is still talking about pea acreage reduction but definite information is lacking. Some say that in Oregon and Washington, canners will reduce fully 20 per cent and even more. In Indiana, the canners are planting about the same as last year.

Meanwhile, the market drags along and only routine trading prevails.

CORN—The anticipated reduction in planted acreage for 1938 has not caused any upward turn in the market, although most canners are refusing to consider No. 2 standard white crushed at under 62½ to 65 cents, factory in Ohio and Indiana.

Some No. 2 fancy whole grain Golden Bantam was offered out of Wisconsin at 80 cents, factory.

TOMATOES—No. 2 standard tomatoes in Indiana are quoted at 62½ to 65 cents, factory. Other grades are as follows:

No. 2½ Standards	$ .85 factory
No. 2½ Extra Standards	.95 factory
No. 2 Extra Standards	.70 factory
No. 10 Standards	3.00 factory
No. 10 Extra Standards	3.25 factory

ASPARAGUS—Some of the canners in the surrounding States like Michigan and Illinois, have named prices but generally speaking, the market hasn't actually opened up and there has been little or no booking by the local trade.

Everyone had expected California to name prices before this, but canners on the Coast are holding back and growers seem reluctant to meet canners' ideas on the raw product.

GREEN BEANS—A Michigan canner sold in Chicago a few days ago, No. 2 standard cut green beans at 65c delivered, thus breaking the market (as one man put it) wide open.

Other grades have been in limited demand.

EVAPORATED MILK—A downward trend has been noted. Non-advertised canners are selling at $2.70 for tall in carloads and $2.75 in smaller quantities.

GRAPEFRUIT AND GRAPEFRUIT JUICE—The trade as a whole seem to be timid over grapefruit juice account of large holdings claimed to be in Texas canners' hands. No. 2 fancy grapefruit juice is offered at 62½c f. o. b. Rio Grande Valley factory points.

Grapefruit in Florida is being purchased only in small quantities. One factor in that State quoted on Monday of this week—No. 2 fancy grapefruit, 92½c factory; 8-oz. fancy grapefruit, 47½c factory. It is understood that most of the other canners are holding for more money.

CALIFORNIA FRUITS—Apricots are the talk of this market. Reports have it that the tonnage this year will not exceed more than 65 per cent of the 1937 tonnage. Buyers do not become excited as they point out the heavy carryover in this fruit.

In peaches some small lots, particularly of Southern California packing have been sold here at $1.30 basis coast No. 2½ standard clings but the control market continues to be quoted—No. 2½ standard yellow cling peaches at $1.45 coast, No. 2½ choice yellow cling peaches at $1.55 coast.

SHRIMP—Packing has been light on the Gulf and with high prices that canners have been forced to pay the fishermen, reports have it there is little likelihood of lower levels. Some quotations are—No. 1 medium wet at $1.35 Gulf, No. 1 large wet at $1.45 Gulf.

SALMON - TUNA—There is a bit of a let-down after the Lenten demand but no changes in prices have occurred.

THE RIGHT TO FREE SPEECH—Congressman Patman is scheduled to address the annual meeting of the United States Wholesale Grocers Association at Dallas, Texas, on May 10th. His talk will be on "The Federal Chain Store Tax Bill now before Congress." Arrangements are being expended to have the Congressman's speech broadcasted over a nation-wide hook-up but difficulties have been encountered. One station in particular, so reports have it, was persuaded not to participate in the hook-up and the persuasion carried with it a veiled threat that if it did, certain advertising would be withdrawn.

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CALIFORNIA MARKET

By "Berkeley"

Special Correspondent of "The Canning Trade"

Twelve Feet of Snow on the Level—Smaller Pack of Spinach—Asparagus About Ready—Canned Fruit Movement Slow—Pounding Apricot Prices—Peaches Unchanged—Salmon in Better Demand.

San Francisco, April 21, 1938.

WARMTH—Warm weather has finally made its appearance and early crops are coming on with a rush, with farming operations in general getting into full swing. The season will go down in the records as one of fairly heavy rainfall, with disastrous floods in some parts of the State. Almost twelve feet of snow on the level is still reported from the Government's High Sierra weather station and floods in the Delta Region are a threat to be considered.

SPINACH—The spinach situation has the trade guessing, both as to the prospective pack and to the opening prices that will probably be named. With the packing season now well under way it is becoming evident that a much smaller pack will be made than a year ago. Several firms that made substantial packs then are not operating this season. These are largely firms that formerly came out early with opening prices and which usually quoted low figures. This year's pack will be made largely by firms featuring quality packs and firms that are well financed. It would seem at this writing that a pack of more than a million cases is highly improbable. Some of those who will not make a pack this year are making special efforts to dispose of their holdings and minimum prices are being scaled downward. Sales have been made of late at 70 cents for No. 1s, 85 cents for No. 2s, 95 cents for No. 2½s, and $3.25 for No. 10s. Maximum list prices remain unchanged, but a very light business is being done and these do not mean a great deal.

ASPARAGUS—With warmer weather, asparagus is literally jumping out of the ground and canning operations will shortly be under way. There is no set date for the commencement of packing and none set for closing, but the output must be held down to 1,800,000 cases, in keeping with the prorate plan. Opening prices will be named about as soon as prices to growers are settled upon.

FRUITS—The movement of canned fruits continues below expectations, even on lines on which sales efforts are being focused. The distributing trade is apparently committed to the policy of allowing stocks to get as low as possible before making replacements, judging by the insistent demands for immediate shipments when orders are finally put through. Apricots continue to bear the brunt of the price bombers and prices are being revised downward on several items. Some choice halves in No. 10s have changed hands of late at $5.50, with choice whole peeled at the same price, both down 25 cents. A surplus has evidently developed in No. 1 cherries and these are now to be had at $1.90, $1.80 and $1.60, respectively for fancy, choice and standard grades, each down five cents. List prices on peaches remain unchanged, with a light movement reported. A special sale event to be participated in by chain stores and independent grocers alike throughout the country, is to get under way the first week in May and will extend into early June. This is expected to make quite a hole in the surplus on hand. Freestone peaches have been moving relatively better than have clings, the lower price helping a lot. A new list on Hawaiian pineapple has been brought out by packers, but prices remain unchanged. The only change is that in the shipping date, which has been extended to May 31st.

SALMON—An improved demand continues for canned salmon, but this is scarcely as marked as a week ago, when a decided flurry got under way. A special drive will be launched May 14 and last until the end of the month, with newspaper and magazine advertising and special displays. The improvement in buying is credited to preparations for this event.

FISH STATISTICS—Figures covering the canned fish pack for California for the calendar year of 1937 have been assembled by the California Fish and Game Commission, under the direction of S. H. Dado. The total was 6,986,616 cases, as compared with 6,922,025 cases for the previous year. The output of tuna of all kinds amounted to 3,018,321 cases, sardines, 2,983,-204 cases; mackerel, 793,780 cases; shad and shad roe, 6,361 cases; oysters, 49 cases; salmon, 147 cases; squid, 5,531 cases, and pet food, 179,230 cases. The pack of sardines and mackerel reflect the effects of overfishing, it is generally felt, and packers have voluntarily agreed not to pack mackerel during the months of April and May, although the law so permits.

The salmon packing fleet is moving out of Pacific Coast ports for Alaskan waters, with the wage disputes between operators and fishermen at an end. The opening of the season was delayed by the controversy. Final touches were being placed to the agreement while the men were enroute to work.

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GULF STATES MARKET

By "Bayou"

Special Correspondent of "The Canning Trade"

Shrimp Scarce—The Penalties of Price Cutting—More Co-operation Needed—Oyster Canning Over—But Little Movement—Better Growing Weather.

Mobile, Ala., April 21, 1938.

SHRIMP—Small shrimp are not plentiful; medium shrimp are scarcer than that and large shrimp are out of the picture, is probably the best way to explain the shrimp situation from a production standpoint.

Lent being over with, it seems that extra efforts are being made by some canners to move their carry-over stock.

Cutting prices is invariably resorted to as the means of moving a commodity quickly; whether it be shrimp, sea foods, meats, vegetables, pins, steel, automobiles or whatnot, and sorry to say I heard of cutting prices on canned shrimp, even last week before Lent was quite over with.

When the price is cut on any commodity it is generally assumed that there is a big surplus of that commodity and no demand.

If this is the situation of the canned shrimp market, then the alleged cutting in price is the quickest way that I know of to reveal to the buyers the true condition.

On the other hand, if there is not a big surplus, then the canners have a whole lot more to lose than to gain by cutting prices, because cutting prices does not always mean increased sales, and too often it stops the buying, because the buyers hold back waiting for the cheapest price.

To what extent this juggling of prices has taken place I am not going to say here, and I don't like to mention prices unless I don't get the prices and the dope from the canners, in which case I assume that the prices I have are correct.

I have asked some canners to put me on their mailing list, but they have turned a deaf ear to my pleadings. All right boys, it's your game that I am trying to help you out on, not mine.

You can help yourself or hurt yourself, just as you choose.

OYSTERS—The canning of oysters has stopped in Alabama and also in Mississippi and Louisiana.

The Alabama Oyster Commission closed the reefs in Mobile Bay on April 15, and the weather is getting too hot to handle oysters, hence the Mississippi and Louisiana factories are closing down also.

Very little movement of canned oysters at present and none expected until next Fall, as the buying practically stops for the Spring and Summer months.

The price of canned oysters is 95 cents per dozen for four ounce; $1.00 for five ounce; $1.90 for eight ounce, and $2.00 for ten ounce, f. o. b. factory.

SNAP BEANS—We've had dry sunny weather after the frost of ten days ago and the bean crop as a whole shows the effects of the frost. Yet with some rain, the plants may recover to the point of getting a fair yield.

We had a shower yesterday in this locality and the weather man predicts cloudy and local thunder showers for pretty much all this section.

Beans is the major pack of this section in the vegetable line, therefore, when it is a failure, the vegetable canners are greatly set back.

The price of cut stringless beans is 70 to 75 cents per dozen for No. 2, and $3.75 to $4.25 for No. 10, f. o. b. factory.

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"MONEY BARONS" ASSAILED

By Observer

EXTENSIVE activity by independent distributors in supporting the Patman federal chain store tax bill was urged this week by J. H. McLaurin, president of the United States Wholesale Grocers' Association.

In a message to wholesale grocers, Mr. McLaurin said, in part: "The situation is just this: We cannot and indeed we must not allow ourselves to assume even unintentionally a complacent attitude with reference to this bill, and the importance of having our Representatives in Congress thoroughly understand, over our names, that the enactment of this bill is vitally important to the preservation of our community life. The chain store interests are urging that the result of this bill will be vacant stores, increased unemployment, increased taxes for the individuals, and various and other plausibly-sounding arguments, but arguments in which there is no foundation in fact or in truth.

"For every absentee ownership chain store building that is vacated, three other stores will be occupied by independent retail merchants. For every absentee owner chain store that is discontinued three other independent retail merchants will come in and employ home people. The mony spent at home will stay at home and not be passed on to the money barons in New York.

"It is imperative, therefore, that you write your Representatives and Senators and tell them the truth about this matter. The House of Representatives and the Senate are made up of fine, splendid, honest God-fearing men who want to do the right thing, and who want to protect their constituents, and who want to favor legislation when they can have before them such facts as will enable them, intelligently, to determine that such legislation is sound and in the interests of the people. The National Retail Chain Store Tax Bill is based upon sound economics and upon the principles of justice and equal opportunity, and the members of the United States Congress are ready to listen to what you have to say."

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NATIONAL CHAINS DOOMED?

By Observer

"CONGRESSMAN PATMAN'S drastic anti-chain store bill will not be passed at this session; it was not intended to pass this session," says Cooperative Food Distributors of America in commenting on this proposal. "When, and if, it does pass, it will spell the end of the interstate chains. The bill will not destroy the chains; it will put a very serious crimp in the interstate chains.

"As a matter of statistical fact, the average chain store corporation has less than 35 retail outlets. The average food chain has some 60 retail outlets. The great majority of the food chain store corporations could easily become state corporations if they are not that already, and thus be subject to a comparatively small tax, certainly not a confiscatory or destruction tax at all.

"The hardest hit in the food business, of course, would be the large interstate chains, of which A. & P., Safeway, Kroger, National Tea, First National, the American, and Sanitary chains are outstanding examples. They have the following choices:

"1. Split up into state corporations.

"2. Sell out to managers and form voluntary chains.

"3. Sell out to managers and local retailers and stay in the wholesale business only.

"4. Drastically cut down on the number of retail stores and establish a string of super-markets which can easily absorb the per store tax, and cut down the overhead with a series of sub-warehouses, usually in the rear of the retail store. A. & P. has been rumored for some time as being about to close 12,000 of its stores, retail only 3,000 super-markets. On that basis, the tax which might be some $570,000,000 on the basis of present status quo, would be reduced to a comparatively few million; and, by splitting into state corporations, could be practically nullified. Three thousand A. & P. supers, each doing a million dollars average, would do more than three times as much business as is now done by A. & P. If each super did only $500,000 a year, the total A. & P. volume would be two-thirds greater than it is now."

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A FROZEN FOOD PLANT of steel and concrete construction and modern in every detail, will be opened about May 1st in Exmore, Virginia, by John H. Dulany & Son of Fruitland, Maryland, it was announced by Ralph O. Dulany, President. This company was one of the pioneers in freezing foods and already operates two freezing plants at Norfolk, Virginia. The new plant is located in the center of the Eastern Shore's growing area and adjacent to a cold storage warehouse, affording ample storage facilities. It is planned this season to quick freeze strawberries, broccoli, lima and stringless beans and crab meat. The home office of John H. Dulany & Son is at Fruitland, where the main canning plant is located. At this location they have erected a new steel and concrete fireproof warehouse. Sweet potatoes, Irish potatoes, lima beans, stringless beans, peas and tomatoes comprise the staple articles of the pack at this plant.

GRADING RAW PEAS FOR QUALITY—1937

(Continued from page 12)

In the work with Alaska peas the formula of prediction derived from 1937 data differed slightly from that for 1936, in regard to the value of sieve sizes in grade determinations. The value for density remained the same in the two years.

A new formula for 1938, which has values midway between those for 1936 and 1937, is suggested for use in the coming season.

The specific gravity method developed by Jodidi, while technically accurate and based on logical principles, is difficult to apply under Maryland cannery and viner conditions, due to the fact that peas often become wet in the vining operation from rain or dew on the vines or from vine juice.

Through the co-operation of the American Can Co., considerable work was done with the tenderometer on samples of raw peas and a formula has been derived for converting the tenderometer readings in pounds pressure per square inch into maturity grade values. A comparison of these with grades of canned samples shows the greatest degree of accuracy yet attained by any method applied in these studies, and the work of 1937 in Maryland highly commends its use.

A difference in behavior of peas in the mountainous sections of Maryland, as compared to peas grown in lower elevations, has been noted, and it is suggested where environmental conditions vary considerably that any formula of prediction would probably need modification.

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CONVENTION DATES

MAY 10-12, 1938—United States Wholesale Grocers, Annual, Hotel Adolphus, Dallas, Texas.

JUNE 6-7, 1938—Associated Grocery Manufacturers of America, Mid-year Meeting, Homestead Hotel, Hot Springs, Va.

Books You Need To Round Out Your Business Library

A COMPLETE COURSE IN CANNING—The industry's Cook Book, Completely revised 1936. The Sixth Edition. 360 pages of proven procedure and formulae – used throughout the industry for correct times, temperature and right procedure. Price $10.00.

THE ALMANAC OF THE CANNING INDUSTRY---The annual compendium of the industry's important reference data, food laws, pack statistics, prices, grade specifications, cut-out weights, label requiremets and other necessary references. Price $1.00.

THE CANNING CLAN---Earl Chapin May presents a vivid interpretion of the canning industry's history, revealing achievements of the many pioneers whose triumphs over innumerable difficulties are responsible for our great American Canning Industry. 487 pages. Price $3.00.

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THE CANNING TRADE

BALTIMORE 20 S. Gay Street MARYLAND

CANNED FOOD PRICES

All Prices quoted F. O. B. Factory

Prices given represent the high and low canners' selling price of the current week, subject to the customary cash discounts. Quotations per dozen unless otherwise noted. "Eastern" quotations for Atlantic Coast States east of Ohio River; "Central": Central States West of Ohio River to Mountain States; "West Coast": Mountain and Pacific Coast States.

Quotations on this page are for spot goods. For future quotations see market reports.

Canned Vegetables

	Eastern Low	Eastern High	Central Low	Central High	West Coast Low	West Coast High
ASPARAGUS						
White Colossal, No. 2½	.....	.....	.....	.....	2.95	3.05
Large, No. 2½	.....	.....	.....	.....	3.05	3.15
Medium, No. 2½	.....	.....	.....	.....	2.95	3.05
Green Mam., No. 2 ro. cans	.....	.....	.....	.....	2.75	2.85
Medium, No. 1 tall	.....	.....	.....	.....	.....	.....
Large, No. 2	.....	.....	.....	.....	2.75	2.85
Tips, White, Mam. No. 1 sq.	.....	.....	.....	.....	2.85	2.95
Small, No. 1 sq.	.....	.....	.....	.....	2.75	2.85
Green Mam., No. 1 sq.	.....	.....	.....	.....	2.57½	2.75
Small, No. 1 sq.	.....	.....	.....	.....	2.50	2.60
Green Tips, 50/80, 2s	2.10	2.10	.....	.....	.....	.....
Green Tips, 35/50, 2s	2.50	2.50	.....	.....	.....	.....
Green Cuts and Tips, 2s	1.80	1.80	1.75	1.90	.....	.....
Green Cuts and Tips, 10s	8.25	8.25	.....	.....	.....	.....
Green Cuts, 2s	1.15	1.15	.....	.....	.....	.....
STRINGLESS BEANS						
Fancy French Cut Green, No. 2	1.00	1.00	.....	.....	1.20	1.25
No. 10	5.00	5.00	.....	.....	5.00	.....
Ex. Std. Cut Green, No. 2	.67½	.75	.85	.90	.90	.....
No. 10	3.25	3.50	4.25	4.75	.....	.....
Std. Cut Green, No. 2	.62½	.70	.65	.75	.80	.85
No. 10	3.00	3.35	3.75	4.25	.....	.....
Fancy Whole Green, No. 2	1.00	2.00	1.45	1.75	1.40	.....
No. 10	.....	.....	.....	.....	.....	.....
Ex. Std. Whole Green, No. 2	.....	.....	.....	.....	.....	.....
No. 10	.....	.....	.....	.....	.....	.....
Fancy Cut Wax, No. 2	.....	.....	.....	.....	.....	.....
No. 10	.....	.....	.....	.....	.....	.....
Ex. Std. Cut Wax, No. 2	.95	1.00	.....	.....	.....	.....
No. 10	.....	.....	.....	.....	.....	.....
Std. Cut Wax, No. 2	.80	.80	.....	.....	.....	.....
No. 10	.....	.....	.....	.....	.....	.....
Fancy Whole Wax, No. 2	.....	.....	.....	.....	.....	.....
No. 10	.....	.....	.....	.....	.....	.....
Ex. Std. Whole Wax, No. 2	.....	.....	.....	.....	.....	.....
No. 10	.....	.....	.....	.....	.....	.....
Std. Whole Wax, No. 2	.....	.....	.....	.....	.....	.....
No. 10	.....	.....	.....	.....	.....	.....
Red Kidney, Std., No. 2	.60	.65	.62½	.65	.....	.....
No. 10	2.70	3.25	3.00	3.25	.....	.....
LIMA BEANS						
No. 2 Tiny Green	1.60	.....	.....	.....	.....	.....
No. 10	.....	.....	.....	.....	.....	.....
No. 2 Fancy Small Green	1.30	.....	.....	.....	.....	.....
No. 2 Medium Green	1.32½	.....	1.25	1.30	.....	.....
No. 10	.....	.....	.....	.....	.....	.....
No. 2 Green & White	1.00	.....	.92½	1.00	1.00	1.10
No. 10	5.75	.....	.....	.....	.....	.....
No. 2 Fresh White	.80	.....	.90	.95	.90	.95
No. 10	.....	.....	.....	.....	.....	.....
No. 2 Soaked	.57½	.....	.60	.65	.....	.....
BEETS						
Whole, No. 2	.75	.....	.95	1.20	.....	.....
No. 2½	1.00	.....	.95	1.50	.....	.....
No. 10	3.25	.....	3.75	4.50	.....	.....
Std. Cut, No. 2	.70	.....	.60	.65	.....	.....
No. 2½	.90	.....	.65	.75	.....	.....
No. 10	3.25	.....	2.75	3.00	.....	.....
Ex. Std. Cut, No. 2	.....	.....	.60	.65	.....	.....
No. 2½	.....	.....	.67½	.75	.....	.....
No. 10	.....	.....	2.40	3.00	.....	.....
Std. Sliced, No. 2	.75	.....	.....	.....	.85	.90
No. 2½	.....	.....	.....	.....	1.10	.....
No. 10	3.75	.....	.....	.....	3.35	.....
Ex. Std. Sliced, No. 2	.....	.....	.....	.....	.95	.....
No. 10	.....	.....	.....	.....	3.60	.....
CARROTS						
Std. Sliced, No. 2	.75	.....	.....	.....	.....	.....
No. 10	3.50	4.25	.....	.....	.....	.....
Std. Diced, No. 2	.65	.75	.60	.70	.65	.70
No. 10	3.00	3.25	2.75	3.00	.....	.....
PEAS AND CARROTS						
Std. No. 2	.60	.....	.....	1.10	.....	1.30
Fancy No. 2	.90	1.10	1.15	1.25	.....	.....

CANNED VEGETABLES—Continued

	Eastern Low	Eastern High	Central Low	Central High	West Coast Low	West Coast High
CORN—Wholegrain						
Yellow, Fancy No. 2	.85	.95	.80	1.00	.....	.....
No. 10	.....	.....	5.25	5.75	.....	.....
Ex. Std. No. 2	.80	.90	.80	.....	.....	.....
No. 10	.....	.....	.....	.....	.....	.....
Std. No. 2	.75	.....	.....	.....	.....	.....
No. 10	.....	.....	.....	.....	.....	.....
White, Ex. Std. No. 2	.70	.80	.....	.....	.....	.....
No. 10	.....	.....	.....	.....	.....	.....
Std. No. 2	.67½	.75	.....	.....	.....	.....
No. 10	.....	.....	.....	.....	.....	.....
Shoepeg, Fancy No. 2	.85	1.00	.....	.....	.....	.....
No. 10	.....	.....	.....	.....	.....	.....
Ex. Std. No. 2	.72½	.80	.....	.....	.....	.....
No. 10	5.75	.....	.....	.....	.....	.....
Std. No. 2	.70	.75	.....	.....	.....	.....
CORN—Creamstyle						
Yellow, Fancy No. 2	.85	1.10	.85	.95	.....	.....
No. 10	.....	.....	4.25	5.00	.....	.....
Ex. Std. No. 2	.....	.80	.72½	.80	.....	.....
No. 10	4.50	4.50	4.50	.....	.....	.....
Std. No. 2	.....	.....	.67½	.75	.....	.....
No. 10	4.00	.....	.....	.....	.....	.....
White, Fancy No. 2	.75	1.15	.80	.95	.....	.....
No. 10	.....	.....	.....	.....	.....	.....
Ex. Std. No. 2	.70	.80	.67½	.70	.....	.....
No. 10	.....	.....	3.75	4.50	.....	.....
Std. No. 2	.62½	.65	.62½	.65	.....	.....
No. 10	4.25	.....	3.75	4.00	.....	.....
HOMINY						
Std. Split, No. 1, Tall	.....	.....	.....	.....	.....	.....
No. 2½	.70	.85	.60	.65	1.10	.....
No. 10	.....	2.50	1.90	2.35	.....	.....
MIXED VEGETABLES						
Fcy., No. 2	.80	.85	.....	.....	.....	.....
No. 10	4.00	4.50	.....	.....	.....	.....
Std., No. 2	.55	.....	.....	.....	.....	.....
No. 10	3.00	.....	.....	.....	.....	.....
PEAS						
No. 2 Fancy Sweets, 2s	.....	.....	1.15	1.50	1.35	1.45
No. 2 Fancy Sweets, 3s	.....	.....	1.05	1.35	1.25	1.40
No. 2 Fancy Sweets, 4s	.....	.....	1.00	1.25	1.15	1.30
No. 2 Fancy Sweets, 5s	.....	.....	1.00	1.15	1.05	1.25
No. 2 Ex. Std. Sweets, 2s	.....	.....	1.00	1.25	1.20	1.30
No. 2 Ex. Std. Sweets, 3s	.....	.....	.90	1.10	1.10	1.15
No. 2 Ex. Std. Sweets, 4s	.....	.....	.85	1.10	1.00	1.05
No. 2 Ex. Std. Sweets, 5s	.....	.....	.80	1.00	1.00	1.05
No. 2 Std. Sweets, 2s	1.15	.....	.85	1.10	.....	.....
No. 10 Std. Sweets, 2s	.....	.....	5.50	5.75	.....	.....
No. 2 Std. Sweets, 3s	.95	.....	.75	1.00	1.10	1.15
No. 10 Std. Sweets, 3s	.....	.....	5.00	5.25	5.00	5.25
No. 2 Std. Sweets, 4s	.90	.....	.75	1.00	.90	1.00
No. 10 Std. Sweets, 4s	.....	.....	4.00	4.75	4.75	5.00
No. 2 Std. Sweets, 5s	.80	.....	.75	.90	.90	.95
No. 10 Std. Sweets, 5s	.....	.....	4.00	4.75	4.25	4.50
No. 2 Fcy. Alaska, 1s	.....	.....	1.25	1.60	1.40	1.50
No. 2 Fcy. Alaska, 2s	.....	.....	1.20	1.50	1.30	1.45
No. 2 Fcy. Alaskas, 3s	.....	.....	1.15	1.30	1.20	1.30
No. 2 Ex. Std. Alaskas, 1s	.....	.....	1.05	1.25	1.25	1.30
No. 2 Ex. Std. Alaskas, 2s	.85	1.10	1.00	1.25	1.20	1.30
No. 2 Ex. Std. Alaskas, 3s	.85	1.05	.85	1.05	1.10	1.20
No. 10 Ex. Std. Alaskas, 3s	4.75	.....	4.75	5.50	.....	.....
No. 2 Ex. Std. Alaskas, 4s	.....	.....	.85	.90	1.05	1.10
No. 2 Ex. Std. Alaskas, 5s	.90	.....	.....	.....	1.00	1.05
No. 2 Std. Alaskas, 3s	.72½	.....	.72½	.90	.90	1.00
No. 10 Std. Alaskas, 3s	4.50	.....	4.00	4.50	4.50	4.75
No. 2 Std. Alaskas, 4s	.70	.70	.70	.80	.85	.90
No. 10 Std. Alaskas, 4s	3.90	.....	3.65	4.00	4.25	4.50
No. 2 Std. Alaskas, 5s	.....	.....	.70	.77½	.80	.90
No. 10 Std. Alaskas, 5s	.....	.....	.....	.....	4.00	4.50
No. 2 Ungraded	.....	.70	.....	.....	.90	.95
Soaked, 2s	.42	.50	.55	.60	.57½	.60
10s	2.15	2.75	.....	.....	3.50	.....
Blackeye, 2s, Soaked	.57½	.70	.....	.....	.....	.....
10s	2.70	3.50	.....	.....	.....	.....
PUMPKIN						
Fancy, No. 2	.....	.....	.60	.70	.60	.70
No. 2½	.75	.....	.70	.75	.75	.85
No. 3	.....	.....	.....	.....	.....	.....
No. 10	2.50	.....	2.50	.....	2.25	2.50
SAUER KRAUT						
Fancy, No. 2	.67½	.77½	.65	.72½	.....	.80
No. 2½	.80	.95	.80	.80	.....	.95
No. 3	.....	.....	.....	.....	.....	.....
No. 10	2.65	3.00	2.75	2.85	.....	3.15
SPINACH						
No. 2	.67½	.75	.55	.70	.85	1.12½
No. 2½	.90	1.05	.80	.90	.95	1.40
No. 10	3.00	3.40	2.50	3.00	3.25	4.35
SUCCOTASH						
Std. No. 2, Gr. Corn, Dr. Limas.	.80	.....	.....	.....	.....	.....
Std. No. 2, Gr. Corn, Fr. Limas.	1.05	.....	.....	.....	.....	.....
Triple, No. 2	.....	.....	.....	.....	.....	.....

	Eastern Low	Eastern High	Central Low	Central High	West Coast Low	West Coast High
SWEET POTATOES						
Std., No. 2 Dry Pack	.70	.70	.....	.....	.....	.....
No. 2½	.82½	.87½	.....	.....	.....	.....
No. 3	.....	.....	.....	.....	.....	.....
No. 10	2.70	3.00	.....	.....	.....	.....
Std., No. 2, Syrup Pack	.75	.....	.....	.....	1.20	1.20
No. 2½	.97½	1.00	.....	.....	1.50	1.50
No. 3	.....	.....	.....	.....	.....	.....
No. 10	3.25	3.50	.....	.....	.....	.....
TOMATOES					Solid Pack	
Fancy, No. 2	.....	.....	1.00	1.05	.95	1.02½
No. 2½	.....	.....	1.25	1.35	1.32½	1.37½
No. 3	.....	.....	.....	.....	.....	.....
No. 10	.....	.....	.....	.....	4.15	4.25
Ex. Std., No. 1	.....	.....	.45	.50	.....	.....
No. 2	.70	.75	.70	.80	.....	.....
No. 2½	1.05	1.25	.95	1.10	.....	.....
No. 3	.....	.....	.....	.....	.....	.....
No. 10	3.35	3.50	3.25	3.50	2.75	2.85
					With puree	
Std., No. 1	.40	.50	.45	.50	.62½	.62½
No. 2	.61	.70	.62½	.65	.72½	.72½
No. 2½	.92½	1.00	.85	.95	.85	.87½
No. 3	1.05	1.15	.....	.....	.....	.....
No. 10	3.07½	3.25	3.00	3.40	2.85	2.85
TOMATO PUREE						
Std., No. 1, Who. St. 1.04	.42½	.....	.35	.40	.....	.....
No. 10	3.25	.....	2.25	3.50	3.25	3.40
Std., No. 1, Trim 1.035	.40	.....	.....	.....	.....	.....
No. 10	3.00	.....	.....	.....	2.85	3.00
TOMATO JUICE						
No. 1	.40	.45	.45	.50	.55	.57½
No. 2	.65	.70	.70	.75	.72½	.75
No. 10	2.50	3.00	3.00	3.25	2.75	3.00
TURNIP GREENS						
No. 2	.75	.....	.65	.67½	.....	.....
No. 2½	1.05	.....	.85	.90	.....	.....
No. 10	3.50	.....	2.90	3.00	.....	.....

Canned Fruits

APPLES						
No. 10, water	.....	.....	.....	.....	.....	.....
No. 10, standard heavy pack	2.50	2.90	.....	.....	.....	.....
No. 10, fancy heavy pack	2.75	3.15	.....	.....	3.00	3.50
APPLE SAUCE						
No. 2 Fancy	.55	.70	.....	.....	.....	.....
No. 10	2.90	3.25	.....	.....	.....	.....
No. 2 Std.	.52½	.....	.....	.....	.....	.....
No. 10	2.75	.....	.....	.....	.....	.....
APRICOTS						
No. 2½, Fancy	.....	.....	.....	.....	1.75	1.85
No. 2½, Choice	.....	.....	.....	.....	1.55	1.65
No. 2½, Std.	.....	.....	.....	.....	1.35	1.45
GRAPEFRUIT	Florida		Texas		California	
8 oz.	.47½	.....	.....	.....	.....	.....
No. 2	.92½	1.00	.....	.....	1.00	1.05
No. 5	2.80	2.90	.....	.....	2.75	3.10
GRAPEFRUIT JUICE						
8 oz.	.44	.45	.37	.44½	.....	.....
No. 1	.54	.55	.48	.50	.....	.....
No. 300	.60	.65	.55	.60	.62½	.65
No. 2	.67½	.75	.62½	.65	.75	.80
No. 5	2.00	.....	1.90	2.12½	2.12½	2.32½
PEARS						
Keifer, Std., No. 2½	1.35	1.35	.....	.....	.....	.....
No. 10	.....	.....	.....	.....	.....	.....
Choice, No. 2½	.....	.....	.....	.....	.....	.....
No. 10	.....	.....	.....	.....	.....	.....
Bartlett, Fancy, No. 2½	1.85	1.90	.....	.....	1.90	1.90
Choice, No. 2½	1.70	.....	.....	.....	1.70	1.75
Std., No. 2½	.....	.....	.....	.....	1.55	1.55
No. 10, Water	.....	.....	.....	.....	3.85	4.00
No. 10, Syrup	6.25	.....	.....	.....	5.75	6.00
No. 10 Pie, S. P.	.....	.....	.....	.....	3.15	3.35
PEACHES						
Fcy., Y. C., No. 2½	.....	.....	.....	.....	1.70	1.80
Choice, No. 2½	.....	.....	.....	.....	1.55	1.65
Std., No. 2½	.....	.....	.....	.....	1.45	.....
Ex. Std., Slic. Yel., No. 1 Talls	.....	.....	.....	.....	1.02½	1.20
Seconds, Yel., No. 2½	.....	.....	.....	.....	1.35	.....
No. 10, Fancy	.....	.....	.....	.....	5.80	.....
Peeled, No. 10, Solid Pack	.....	.....	.....	.....	5.25	.....
PINEAPPLE						
Hawaiian, Slic., Fancy, No. 2	.....	.....	.....	.....	1.70	.....
No. 2½	.....	.....	.....	.....	2.00	.....
Std., No. 2	.....	.....	.....	.....	1.45	1.50
No. 2½	.....	.....	.....	.....	1.85	.....
Sliced, Standard, No. 10	.....	.....	.....	.....	.....	6.85
Shredded, Syrup, No. 10	.....	.....	.....	.....	.....	.....
Crushed, Ex. Std., No. 10	.....	.....	.....	.....	.....	.....
PINEAPPLE JUICE						
Buffet	.....	.....	.....	.....	.60	.....
No. 211	.....	.....	.....	.....	.82½	.....
No. 2	.....	.....	.....	.....	1.20	.....
No. 2½	.....	.....	.....	.....	1.65	.....
46 oz.	.....	.....	.....	.....	2.75	.....
No. 10	.....	.....	.....	.....	5.50	.....

CANNED FRUITS—Continued

	Eastern Low	Eastern High	Central Low	Central High	West Coast Low	West Coast High
FRUITS FOR SALAD						
Fcy., No. 2½	.....	.....	.....	.....	2.50	2.55
No. 10	.....	.....	.....	.....	8.50	8.75
BLACKBERRIES						
Std., No. 2	.....	.....	.....	.....	1.20	1.50
No. 3	.....	.....	.....	.....	.....	.....
No. 10, water	.....	.....	.....	.....	4.75	6.75
No. 2, Preserved	.....	.....	.....	.....	.....	.....
No. 2, Syrup	.....	.....	.....	.....	.....	.....
BLUEBERRIES						
No. 2	1.65	1.85	.....	.....	.....	.....
No. 10	6.75	7.00	.....	.....	.....	.....
CHERRIES						
Std., Red, Water, No. 2	.....	.....	.....	.....	.....	.....
Std., White, Syrup, No. 2	.....	.....	.....	.....	.....	.....
Ex. Std., Preserved, No. 2	.....	.....	.....	.....	.....	.....
Red Sour Pitted, No. 2	1.25	1.35	1.00	1.20	.....	.....
Red Sour Pitted, No. 10	6.15	.....	5.75	6.00	.....	.....
R. A. Fcy., No. 2½	.....	.....	.....	.....	3.00	3.25
Choice, No. 2½	.....	.....	.....	.....	2.85	3.10
Std., No. 2½	.....	.....	.....	.....	2.70	2.70
GOOSEBERRIES						
Std., No. 2	.....	.....	.....	.....	1.55	1.70
No. 10	.....	.....	.....	.....	7.25	8.00
RASPBERRIES						
Black, Water, No. 2	.....	.....	1.45	1.50	.....	2.10
No. 10	7.25	7.50	7.00	7.50	.....	7.50
Red, Water, No. 2	.....	.....	.....	.....	.....	2.10
No. 10	7.25	7.50	.....	.....	.....	7.50
Black, Syrup, No. 2	1.75	.....	1.50	1.60	.....	2.65
Red, Syrup, No. 2	.....	.....	.....	.....	.....	2.65
STRAWBERRIES						
Ex. Pres., No. 1	.....	.....	.....	.....	.....	.....
No. 2	.....	.....	.....	.....	.....	.....
Pres., No. 1	.....	.....	.....	.....	.....	.....
No. 2	.....	.....	.....	.....	.....	.....
Std., Water, No. 10	.....	.....	.....	.....	.....	9.00

Canned Fish

HERRING ROE						
10 oz.	.70	.....	.....	.....	.....	.....
No. 2, 19 oz.	1.25	.....	.....	.....	.....	.....
No. 2, 17 oz.	.....	.....	.....	.....	.....	.....
LOBSTER						
Flats, 1 lb.	6.50	6.50	.....	.....	.....	.....
½ lb.	3.25	3.25	3.00	.....	.....	.....
¼ lb.	1.95	1.95	.....	.....	.....	.....
OYSTERS			Southern		Northwest Selects	
Std., 4 oz.	.95	1.05	.95	.....	.....	.....
5 oz.	1.00	1.10	1.00	.....	1.15	1.25
8 oz.	1.90	2.10	1.90	.....	1.50	1.75
10 oz.	2.00	2.20	2.00	.....	.....	.....
Selects, 6 oz.	.....	.....	.....	.....	.....	.....
SALMON						
Red Alaskas, Tall, No. 1	.....	.....	.....	.....	2.35	2.50
Flat, No. ½	.....	.....	.....	.....	1.65	1.70
Cohoes, Tall, No. 1	.....	.....	.....	.....	2.20	.....
Flat, No. 1	.....	.....	.....	.....	.....	.....
No. ½	.....	.....	.....	.....	.....	.....
Pink, Tall, No. 1	.....	.....	.....	.....	1.10	1.15
Flat, No. ½	.....	.....	.....	.....	.85	.....
Sockeye Flat, No. 1	.....	.....	.....	.....	3.50	.....
No. ½	.....	.....	.....	.....	2.25	.....
Chums, Tall, No. 1	.....	.....	.....	.....	1.00	1.05
Medium, Red, Tall	.....	.....	.....	.....	1.80	2.20
SHRIMP						
			Southern			
No. 1, Small	.....	.....	1.30	1.35	.....	.....
No. 1, Medium	.....	.....	1.35	1.40	.....	.....
No. 1, Large	.....	.....	1.45	1.50	.....	.....
SARDINES (Domestic) Per Case						
¼ Oil, Key	3.35	.....	.....	.....	.....	.....
¼ Oil, Keyless	2.80	2.80	.....	.....	.....	.....
¼ Oil, Tomato, Carton	.....	.....	.....	.....	.....	.....
¼ Oil, Carton	3.60	3.70	.....	.....	.....	.....
¾ Mustard, Keyless	2.70	.....	.....	.....	.....	.....
Calif. Oval No. 1, 24's	.....	.....	.....	.....	1.65	1.70
Calif. Oval No. 1, 48's	.....	.....	.....	.....	3.25	3.40
TUNA FISH, Per Case						
Fcy., Yel., 1s, 24's	.....	.....	.....	.....	.....	5.70
Fcy., Yel., 1s, 48's	.....	.....	.....	.....	10.50	11.45
½s	.....	.....	.....	.....	5.75	6.30
¼s	.....	.....	.....	.....	3.90	4.15
Light Meat, 1s	.....	.....	.....	.....	9.50	10.65
½s	.....	.....	.....	.....	5.25	5.75
¼s	.....	.....	.....	.....	3.65	3.95

WANTED and FOR SALE

This is a page that must be read each week to be appreciated. You are unlikely to be interested every week in what is offered here, but it is possible you will be a dozen times in the year. If you fail to see and accept, your opportunity and money are lost. Rates upon application.

FOR SALE — MACHINERY

CONSOLIDATED OFFERS:—Copper and Aluminum Cooking Kettles; Retorts; Can and Bottle Labelers; Glass Lined Tanks; Pumps; Vacuum Pans, etc. A-1 condition. Quick delivery. We buy and sell from a single item to a complete plant. Address inquiries: Consolidated Products Co., Inc., 18-20 Park Row, New York City.

FOR SALE—Sewage or Disposal Plants and equipment for chlorinating polluted water. Write us in regard to the only nationally accepted sewage screen for waste disposal; also regarding equipment for chlorinating waste cannery water. We can help you conform with state laws at little expense. A. K. Robins & Co., Inc., Baltimore, Md. Manufacturers of canning machinery.

FOR SALE—6 Tuc Huskers, good condition; 2 Berlin Double Batch Mixers; 2 Berlin Blending Tanks; the Blending Tanks and Double Batch Mixers were used one season. 2 Berlin Rotary Sanitary Pumps used only one week. All Berlin machinery for sale at a bargain. Roxanna Canning Co., Waynesville, Ohio.

FOR SALE—Two Sprague Universal Corn Cutters, belt driven, 1935 model, with heads for cutting both Whole-grain and Cream-style corn, complete with tools and parts. These machines have cut less than 10,000 cases each. Also one Sprague Universal Corn Cutter, belt driven, 1936 model, with Whole-grain cutting heads only, complete with tools and parts. Also one Robins Twin-Screw Whole-grain Corn Flotation Washer, used two seasons. Also 1 Robins late type Whole grain Corn Silker with high-speed motor-driven fan. Also 1 Huntley Rod-Reel Washer with screens spaced for Whole-grain Corn cleaning. Address Box A-2293 c/o The Canning Trade.

FOR SALE—Equipment for Condensate Return System to Boilers. 1 Crane Dump Trap No. 95C, 2" inlet and discharge, A-No. 1 condition, used three seasons; 1 Crane Dump Trap No. 95D, 2" inlet and discharge, used only two seasons, A-No. 1 condition; 1 Morehead Dump Trap No. 28123-6, 3" inlet and discharge, used three seasons, A-No. 1 condition; 1 Morehead Dump Trap No. 20769, 2" inlet and discharge, good working order; 1 Morehead Dump Trap number unknown, same model as aforementioned trap, 2" inlet and discharge, good working order; 1 Sterling Dump Trap No. 539, 1" inlet and discharge, good working order. Edgar F. Hurff Co., Swedesboro, N. J.

FOR SALE—Scales. Motor Truck, Warehouse, Dump, Tank and Hopper. New and used. Bargains. All capacities. Guaranteed accuracy and durability. Shipped on 30-day free trial. Bonded Scale Co., Dept. CT., Columbus, Ohio.

FOR SALE—2 Wis. Washers; 1 Olney Washer; 2 Monitor Whirlpool Washers; 1 Monitor Shaker Washer and shoe; Berlin & Sprague 16 inch Bucket Elevators; 1 Sprague Sample Pea Grader; 1 Sprague Steam Hoist; Berlin & Sprague Retorts; Hansen Boot Elevator; 1 15-H.P. Westinghouse Motor; 2 5-H.P. G.E. Motors; 1 No. 2 and 1 No. 10 Can Washer. Also other equipment. Canning Machinery Co., Berlin, Wis.

FOR SALE—3 New Idea Transplanters, 700, 30-pound standard Lugs, suitable for green wrapped tomatoes. Berryville Canning Co., Berryville, Va.

FOR SALE—Two Anderson-Barngrover Exhausters in very good condition, one with 16" discs, and other with 12" discs. Priced very low. Dr. P. Phillips Co., Orlando, Fla.

FOR SALE—2 500-gallon Cooper Jacketed Kettles; 2 75-gallon Copper Jacketed Kettles, with agitators; Pulley Drive; Clipper and Monitor Cleaners, Monitor Graders; Blancher; Ayars and Hansen Fillers for peas or whole grain corn; Corn Conveyors; Sprague No. 7 Silker; Rod Washer; Sprague and Tuc Huskers; Tuc, Morral and Sprague Cutters; Bean Cutters; Tomato Scalders; Fillers; Open Kettles; Crates; A & B and Wonder Cookers; Cranes; Labelers; Boilers; Motors; Pumps. William T. Howeth, Lewes, Del.

FOR SALE—1 complete three-way Scott-Carmichal flume system with 12 three-way gates, about 300 feet of 4" tubing, large Separator Tank and two Pumps. 2 Berlin-Chapman squirrel cage Pea Washers. 2 No. 6 S. Howes Pea Cleaners. 2 36"x20' white rubber belt Picking Tables; 1 24"x20'—all complete with clutches and pulleys. Fuhremann Canning Co., Appleton, Wis.

WANTED — MACHINERY

WANTED—1 used White Belt Picking Table 24"x12'. Must be cheap. Nuttle Canning Co., Denton, Md.

WANTED—One used Indiana Duplex Pulper or Chili Sauce Machine. Advise us of condition and price. Address Box A-2302 c/o The Canning Trade.

SITUATIONS WANTED

WANTED—Position as Superintendent or Food Chemist. Nine years technical experience in canning plant and laboratory work as food chemist and supervisor. Employed at present but desire change to a smaller city. Address Box B-2282 c/o The Canning Trade.

POSITION WANTED—As Superintendent or Manager by experienced man. Prefer plant canning a dry pack. Good references. Location not essential. Address Box B-2301 c/o The Canning Trade.

POSITION WANTED—As Manager. 15 years operating group plants. Now connected with one of largest plants in South. Reference from present and former employers. Desire location in the West. Address Box B-2274 c/o The Canning Trade.

POSITION WANTED—Superintendent of production, machinist, plant installer. 20 years experience in the canning business. Address Box B-2288 c/o The Canning Trade.

WANTED—Position by Chemist-Technologist. Seven years experience canning and preserving fruits and vegetables; also condiments, extracts. Available for research, development, control. Change to large or moderate-size city desired. Address Box B-2294 c/o The Canning Trade.

POSITION WANTED—College graduate with a Master of Science degree (December 1936) in fruit and vegetable culture, with a broad, general education in subjects related to canning; who is a qualified (major can company trained) sanitary can inspector; with a knowledge of tin plate manufacture, would like to make contact with a canning plant where his various abilities would be of use. Can do general control work in both field and cannery, the usual chemical analyses, etc., and whatever research is desired. Now employed but desires to change. Address Box B-2297 c/o The Canning Trade.

TANKS ESPECIALLY ADAPTED
to your Particular Food

By our special process of fabrication we build metal tanks especially selected for your foods, free of contamination, which heretofor has proven detrimental to the food value. Metals successfully used are Nickel-Stainless Steel and Monel.

The choice of special coils for special foods of a capacity well balanced to fit the tanks or vats which you use is a serious engineering problem. Consult our experts regarding it. Coils of any metal, are electric welded and fitted with drain plugs to prevent freezing. Write Berlin Chapman Company, Berlin, Wisconsin.

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A COMPLETE LINE OF CANNING MACHINERY FOR ANY PLANT

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Prompt Delivery
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BALTIMORE, MD.
PHONES — PLAZA 1545-1546

SMILE AWHILE

There is a saving grace in a sense of humor

Contributions Welcome

OBLIGATED

Mr. Brown (to host, after his wife had played a piano selection: I must say that's fine playing.

Mrs. Jones (later): You have terrible taste, if you call that fine playing.

Mr. Brown: I don't; I only said I "must" say so.

\- - -

"What should I take when I am rundown?"

"Take the license number."

\- - -

LOOKING INTO THE MATTER

Erratic Maiden Lady: I say, sales person! Is this the mirror department.

Clerk: Yes, ma'am.

E. M. L.: Well, I'd like to see something odd in a mirror.

Clerk: Yes, ma'am. Just take a look at this one, ma'am.

\- - -

"How did you get so round-shouldered?"

"Winding up the phonograph for my daily dozen records."

\- - -

WELCOME HOME

Mother: Come here, Johnnie; I have some good news for you.

Johnnie (without enthusiasm): Yes, I know; father is home again.

Mother: Yes, but how did you know?

Johnnie: My bank won't rattle any more.

\- - -

"Well, what do you think of the cuisine?"

"I must be terribly dumb—I thought we had rarebit."

\- - -

TIP OFF

Mother: How did you like the show Daddy took you to?

Son: Very nice, Mama, dear. The ladies were dressed in stockings clear up to their necks.

\- - -

Diner: What is this, waiter?

Waiter: Filet of sole, sir.

Diner: Send it back to the kitchen and ask them to remove the rubber heels.

\- - -

JOKER

Yukon Jake: I've a pair of jacks and a six-shooter.

Dan McGrew: Take the pot. I've only got four aces.

\- - -

"Where were you born?"

"Ireland."

"Why?"

"I wanted to be near my mother."

WHERE TO BUY

——— the Machinery and Supplies you need, and the Leading Houses that supply them. Consult the advertisements for details.

ADHESIVES.
Commercial Paste Co., Columbus, Ohio.
F. G. Findley Co., Milwaukee, Wis.

ADJUSTERS for Detachable Chains.
Frank Hamachek Mach. Co., Kewaunee, Wis.

AGITATORS
Hamilton Copper & Brass Works, Hamilton, Ohio.

BASKETS, Picking.
Planters Mfg. Co., Portsmouth, Va.
Riverside Manufacturing Co., Murfreesboro, N. C.
Baskets, Wire, Scalding, Pickling, etc. See Cannery Supplies.

BEAN SNIPPER, Green String.
Chisholm-Ryder Co., Niagara Falls, N. Y.
A. K. Robins & Co., Inc., Baltimore, Md.

BEET MACHINERY.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N Y.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
A. K. Robins & Co., Inc., Baltimore, Md.
Scott Viner Co., Columbus, Ohio.

BELTS, Carrier, Rubber, Wire, Etc.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
La Porte Mat and Mfg. Co., La Porte, Ind.
A. K. Robins & Co., Inc., Baltimore, Md.

BELT LACING
Flexible Steel Lacing Co., Chicago, Ill.

BLANCHERS, Vegetable and Fruit.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Food Machinery Corporation, Hoopeston, Ill.
A. K. Robins & Co., Inc., Baltimore, Md.

BOILERS AND ENGINES, Steam.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
A. K. Robins & Co., Inc., Baltimore, Md.

BOOKS, on Canning, Formula, Etc.
A Complete Course in Canning.
How to Buy and Sell Canned Foods.
A History of the Canning Industry.
The Almanac of the Canning Industry.
All published by The Canning Trade, Baltimore.

BOX (Corrugated) SEALING MACHINES.
Chisholm-Ryder Co., Niagara Falls, N. Y.
A. K. Robins & Co., Inc., Baltimore, Md.

BOXES, Corrugated Liner-Joint.
David Weber & Co., Philadelphia, Pa.

BOXES, Lug, Field, Metal.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Frank Hamachek Mach. Co., Kewaunee, Wis.

BOXING MACHINES.
Chisholm-Ryder Co., Niagara Falls, N. Y.
A. K. Robins & Co., Inc., Baltimore, Md.
Westminster Mach. Wks., Westminster, Md.

BROKERS.
Phillips Sales Co., Cambridge, Md.

BURNERS, Oil, Gas, Gasoline, Etc.
A. K. Robins & Co., Inc., Baltimore, Md.

CAN MAKERS' MACHINERY.
Cameron Can Mchy. Co., Chicago, Ill.

CANNED FOODS.
Phillips Packing Co., Cambridge, Md.
Phillips Sales Co., Cambridge, Md.

CANS, Tin, All Kinds.
American Can Co., New York City.
Continental Can Co., New York City.
Crown Can Co., Philadelphia, Pa.
Heekin Can Co., Cincinnati, Ohio.
National Can Co., Inc., New York-Baltimore.
Phelps Can Co., Baltimore, Md.
Phillips Can Co., Cambridge, Md.

CAN TESTING MACHINERY.
Cameron Can Machinery Co., Chicago, Ill.

CAN WASHING MACHINES.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
A. K. Robins & Co., Inc., Baltimore, Md.

CANNERY SUPPLIES.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Food Machinery Corporation, Hoopeston, Ill.
Hansen Canning Machinery Corp., Cedarburg, Wis.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore, Md.
Sinclair-Scott Co., Baltimore, Md.

CAPPING MACHINES, Soldering.
Ayars Machine Co., Salem, N. J.
Food Machinery Corporation, Hoopeston, Ill.
A. K. Robins & Co., Inc., Baltimore, Md.
Capping Steels, Soldering. See Cannery Sup.

CARRIERS AND CONVEYORS, Spiral.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Food Machinery Corporation, Hoopeston, Ill.
Hansen Canning Machinery Corp., Cedarburg, Wis.
A. K. Robins & Co., Inc., Baltimore, Md.
Catsup Machinery. For the preparatory work: see Pulp Mchy.

CHAIN ADJUSTERS.
F. Hamachek Machine Co., Kewaunee, Wis.

CLEANING AND GRADING MACHY., Fruits.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Food Machinery Corporation, Hoopeston, Ill.
Hansen Canning Machinery Corp., Cedarburg, Wis.
A. K. Robins & Co., Inc., Baltimore, Md.
Sinclair-Scott Co., Baltimore, Md.

CLOCKS, Process Time.
Ayars Machine Co., Salem, N. J.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Food Machinery Corporation, Hoopeston, Ill.
A. K. Robins & Co., Inc., Baltimore, Md.

CLOSING MACHINES, Open Top Cans.
Cameron Can Mchy. Co., Chicago, Ill.

CONVEYORS AND CARRIERS, Canners.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Food Machinery Corporation, Hoopeston, Ill.
Hansen Canning Machinery Corp., Cedarburg, Wis.
La Porte Mat & Mfg. Co., La Porte, Ind.
A. K. Robins & Co., Inc., Baltimore, Md.
Scott Viner Co., Columbus, Ohio.

CONVEYOR BELT FASTENERS
Flexible Steel Lacing Co., Chicago, Ill.

COOKERS, Continuous, Agitating.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Food Machinery Corporation, Hoopeston, Ill.
Hamilton Copper & Brass Works, Hamilton, Ohio.
A. K. Robins & Co., Inc., Baltimore, Md.

COOLERS, Continuous.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Food Machinery Corporation, Hoopeston, Ill.
A. K. Robins & Co., Inc., Baltimore, Md.

COPPER COILS, for tanks.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Food Machinery Corporation, Hoopeston, Ill.
Hamilton Copper & Brass Works, Hamilton, Ohio.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore, Md.
Copper Jacketed Kettles. See Kettles, Copper.

CORN COOKER-FILLERS.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Food Machinery Corporation, Hoopeston, Ill.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
A. K. Robins & Co., Inc., Baltimore, Md.

CORN CUTTERS.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Food Machinery Corporation, Hoopeston, Ill.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
Morral Bros., Morral, Ohio.
A. K. Robins & Co., Inc., Baltimore, Md.
The United Co., Westminster, Md.

CORN HUSKERS AND SILKERS.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Food Machinery Corporation, Hoopeston, Ill.
Morral Bros., Morral, Ohio.
A. K. Robins & Co., Inc., Baltimore, Md.
The United Co., Westminster, Md.

CORN SHAKERS.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
A. K. Robins & Co., Inc., Baltimore, Md.

CORN TRIMMERS
Chisholm-Ryder Co., Niagara Falls, N. Y.
Food Mach. Corp., Hoopeston, Ill.
Sinclair Scott Co., Baltimore, Md.
United Co., Westminster, Md.

CRANES AND CARRYING MACHINES.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Food Machinery Corporation, Hoopeston, Ill.
Hansen Canning Machinery Corp., Cedarburg, Wis
A. K. Robins & Co., Inc., Baltimore, Md.

CRATES, Iron Process.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Food Machinery Corporation, Hoopeston, Ill.
A. K. Robins & Co., Inc., Baltimore, Md.

CUTTERS, Vegetable, Mincemeat, Etc.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Food Machinery Corporation, Hoopeston, Ill.
A. K. Robins & Co., Inc., Baltimore, Md.

DECORATED TIN (or Cans, Caps, Etc.).
American Can Co., New York City.
Continental Can Co., New York City.
Crown Can Co., Philadelphia, Pa.
National Can Co., New York-Baltimore.

DUSTS & SPRAYS (Insect control).
Agicide Laboratories, Milwaukee, Wis.
Hammond Paint & Chemical Co., Beacon, N. Y.
Rohm & Haase Co., Philadelphia, Pa.

ENAMELED BUCKETS, PAILS, Etc.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Food Machinery Corporation, Hoopeston, Ill.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore, Md.

ENSILAGE DISTRIBUTORS.
Frank Hamachek Mach. Co., Kewaunee, Wis.

EVAPORATING MACHINERY.
Berlin-Chapman Co., Berlin, Wis.

EXHAUST BOXES.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Food Machinery Corporation, Hoopeston, Ill.
Hansen Canning Machinery Corp., Cedarburg, Wis.
A. K. Robins & Co., Inc., Baltimore, Md.

FACTORY TRUCKS.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Food Machinery Corporation, Hoopeston, Ill.
A. K. Robins & Co., Inc., Baltimore, Md.

FIBRE CONTAINERS for Food (not hermetically sealed).
American Can Co., New York City.
Continental Can Co., New York City.

FILLING MACHINES, Can.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Food Machinery Corporation, Hoopeston, Ill.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
E. J. Judge, Alameda, Cal.
A. K. Robins & Co., Inc., Baltimore, Md.

FINISHING MACHINES, Catsup, Etc.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Food Machinery Corporation, Hoopeston, Ill.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore, Md.

FORMULAS
Griffith Laboratories, Chicago, Ill.

GENERAL AGENTS for Machinery Mfrs.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Food Machinery Corporation, Hoopeston, Ill.
Hansen Canning Machinery Corp., Cedarburg, Wis.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore, Md.

GLASS LINED TANKS.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Food Machinery Corporation, Hoopeston, Ill.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore, Md.

HYDRAULIC CONVEYING EQUIPMENT.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Scott Viner Co., Columbus, Ohio.

WHERE TO BUY — Continued

INSECTICIDES.
Agicide Laboratories, Milwaukee, Wis.
Hammond Paint & Chemical Co., Beacon, N. Y.
Rohm & Haas Co., Inc., Philadelphia, Pa.

INSURANCE, Canners.
Canners' Exchange, Lansing B. Warner, Chicago.

Jacketed Kettles. See Kettles, Copper.

JACKETED PANS, Steam.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Food Machinery Corporation, Hoopeston, Ill.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore, Md.

KETTLES, Copper, Plain or Jacketed.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Food Machinery Corporation, Hoopeston, Ill.
Hamilton Copper & Brass Works, Hamilton, Ohio.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore, Md.

Kettles, Enameled. See Glass-Lined Tanks.

KETTLES, Process.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Food Machinery Corporation, Hoopeston, Ill.
A. K. Robins & Co., Inc., Baltimore, Md.

KNIVES, Miscellaneous.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Food Machinery Corporation, Hoopeston, Ill.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore, Md.
Sinclair-Scott Co., Baltimore, Md.

KRAUT CUTTERS.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Food Machinery Corporation, Hoopeston, Ill.
Hansen Canning Machinery Corp., Cedarburg, Wis.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore, Md.

KRAUT MACHINERY.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
A. K. Robins & Co., Inc., Baltimore, Md.

LABELING MACHINES.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Food Machinery Corporation, Hoopeston, Ill.
F. H. Langsenkamp Co., Indianapolis, Ind.
Morral Bros., Morral, Ohio.
A. K. Robins & Co., Inc., Baltimore, Md.
Westminster Mach. Co., Westminster, Md.

LABEL MANUFACTURERS.
Gamse Litho. Co., Baltimore, Md.
R. J. Kittredge & Co., Chicago., Ill.
Piedmont Label Co., Bedford, Va.
Simpson & Doeller Co., Baltimore, Md.

LABORATORIES, for Analyses of Goods, Etc.
Griffith Laboratories, Chicago, Ill.
National Canners Assn., Washington, D. C.

LACING, BELT
Flexible Steel Lacing Co., Chicago, Ill.

MILK CONDENSING AND CANNING MCHY.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Food Machinery Corporation, Hoopeston, Ill.

MIXERS
Chisholm-Ryder Co., Niagara Falls, N. Y.
Hamilton Copper & Brass Works, Hamilton, Ohio.
F. H. Langsenkamp Co., Indianapolis, Ind.

OYSTER CANNERS' MACHINERY.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Food Machinery Corporation, Hoopeston, Ill.
Hansen Canning Machinery Corp., Cedarburg, Wis.
A. K. Robins & Co., Inc., Baltimore, Md.

PASTE, CANNERS'.
Commercial Paste Co., Columbus, Ohio.
F. G. Findley Co., Milwaukee, Wis.
F. H. Langsenkamp & Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore, Md.

PEA HULLERS AND VINERS.
Chisholm-Ryder Co., Niagara Falls, N. Y.
F. Hamachek Mach. Co., Kewaunee, Wis.
Scott Viner Co., Columbus, Ohio.
Sinclair-Scott Co., Baltimore, Md.

PEA AND BEAN SEED.
Associated Seed Growers, Inc., New Haven, Conn.
Ferry-Morse Seed Co., Detroit—San Francisco
Gallatin Valley Seed Co., Bozeman, Mont.
D. Landreth Seed Co., Bristol, Pa.
Robson Seed Farms, Hall, N. Y.
Rogers Bros. Seed Co., Chicago, Ill.
Washburn Wilson Seed Co., Moscow, Idaho.
F. H. Woodruff & Sons, Milford, Conn.

PEA CANNERS' MACHINERY.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Food Machinery Corporation, Hoopeston, Ill.
F. Hamachek Mach. Co., Kewaunee, Wis.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
Huntley Manufacturing Co., Brocton, N. Y.
A. K. Robins & Co., Inc., Baltimore, Md.
Scott Viner Co., Columbus, Ohio.
Sinclair-Scott Co., Baltimore, Md.

PEA VINER FEEDERS
Chisholm-Ryder Co., Niagara Falls, N. Y.
F. Hamachek Mach. Co., Kewaunee, Wis.
A. K. Robins & Co., Inc., Baltimore, Md.
Scott Viner Co., Columbus, Ohio.

PEELING KNIVES.
Ayars Machine Co., Salem, N. J.
Chisholm-Ryder Co., Niagara Falls, N. Y.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore, Md.

PEELING TABLES, Continuous.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Food Machinery Corporation, Hoopeston, Ill.
A. K. Robins & Co., Inc., Baltimore, Md.

PINEAPPLE MACHINERY.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Food Machinery Corporation, Hoopeston, Ill.
Hansen Canning Machinery Corp., Cedarburg, Wis.
A. K. Robins & Co., Inc., Baltimore, Md.

PRESERVERS' MACHINERY.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Food Machinery Corporation, Hoopeston, Ill.
Hansen Canning Machinery Corp., Cedarburg, Wis.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore, Md.

PULP MACHINERY.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Food Machinery Corporation, Hoopeston, Ill.
Hansen Canning Machinery Corp., Cedarburg, Wis.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore, Md.

PUMPS, Air, Water, Brine, Syrup.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Hansen Canning Machinery Corp., Cedarburg, Wis.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore, Md.

SEALING MACHINES, Box.
Chisholm-Ryder Co., Niagara Falls, N. Y.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore, Md.

SCALDERS, Tomato, Etc.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Food Machinery Corporation, Hoopeston, Ill.
A. K. Robins & Co., Inc., Baltimore, Md.

SEASONINGS
Griffith Laboratories, Chicago, Ill.

SEEDS, Canners', All Varieties.
Associated Seed Growers, Inc., New Haven, Conn.
Ferry-Morse Seed Co., Detroit—San Francisco
Gallatin Valley Seed Co., Bozeman, Mont.
D. Landreth Seed Co., Bristol, Pa.
Robson Seed Farms, Hall, N. Y.
Rogers Bros. Seed Co., Chicago, Ill.
Washburn Wilson Seed Co., Moscow, Idaho.
F. H. Woodruff & Sons, Milford, Conn.

SEED TREATMENT.
Bayer Semesan Co., Wilmington, Del.
Hammond Paint & Chemical Co., Beacon, N. Y.
Rohm & Haas Co., Inc., Philadelphia, Pa.

SEWAGE DISPOSAL.
Berlin Chapman Co., Berlin, Wis.
Chisholm Ryder Co., Niagara Falls, N. Y.
Food Mach. Corp., Hoopeston, Ill.
A. K. Robins & Co., Inc., Baltimore, Md.

SHEET METAL WORKING MACHINERY.
Cameron Can Mchy. Co., Chicago, Ill. .

SIEVES AND SCREENS.
Chisholm-Ryder Co., Niagara Falls, N. Y.
A. K. Robins & Co., Inc., Baltimore, Md.
The United Co., Westminster, Md.

SILKING MACHINES.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Food Machinery Corporation, Hoopeston, Ill.
A. K. Robins & Co., Inc., Baltimore, Md.
The United Co., Westminster, Md.

SPEED REGULATING DEVICES (for Machines. Belt Drives, Etc.).
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
E. J. Judge, Alameda, Cal.
A. K. Robins & Co., Inc., Baltimore, Md.

SPRAYS & DUSTS (insect control).
Agicide Laboratories, Milwaukee, Wis.
Hammond Paint & Chemical Co., Beacon, N. Y.
Rohm & Haas Co., Inc., Philadelphia, Pa.

STENCILS, Marking Pots and Brushes, Brass Checks, Rubber and Steel Type, Burning Brands, Etc.
Chisholm-Ryder Co., Niagara Falls, N. Y.
A. K. Robins & Co., Inc., Baltimore, Md.

Steam Jacketed Kettles. See Kettles.
Steam Retorts. See Kettles, Process.

STIRRERS FOR KETTLES.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Food Machinery Corporation, Hoopeston, Ill.
Hamilton Copper & Brass Works, Hamilton, Ohio.
F. H. Langsenkamp Co., Indianapolis, Ind.

STRING BEAN MACHINERY.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Food Machinery Corporation, Hoopeston, Ill.
Hansen Canning Machinery Corp., Cedarburg, Wis.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore, Md.

SYRUPING MACHINES.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Food Machinery Corporation, Hoopeston, Ill.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
E. J. Judge, Alameda, Calif.
A. K. Robins & Co., Inc., Baltimore, Md.

TANKS, Metal.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Food Machinery Corporation, Hoopeston, Ill.
Hansen Canning Machinery Corp., Cedarburg, Wis.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore, Md.

TANKS, Glass Lined, Steel.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Food Machinery Corporation, Hoopeston, Ill.
F. H. Langsenkamp Co., Indianapolis, Ind.

TANKS, Wooden.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Food Machinery Corporation, Hoopeston, Ill.
Hansen Canning Machinery Corp., Cedarburg, Wis.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore, Md.

TOMATO CANNING MACHINERY.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Food Machinery Corporation, Hoopeston, Ill.
Hansen Canning Machinery Corp., Cedarburg, Wis.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore, Md.

TOMATO JUICE MACHINERY.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Food Machinery Corporation, Hoopeston, Ill.
Hansen Canning Machinery Corp., Cedarburg, Wis.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore, Md.

TOMATO PEELING MACHINE.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
A. K. Robins & Co., Inc., Baltimore, Md.

TOMATO SEED.
Ferry-Morse Seed Co., Detroit—San Francisco
Associated Seed Growers, Inc., New Haven, Conn.
D. Landreth Seed Co., Bristol, Pa.
Robson Seed Farms, Hall, N. Y.
F. H. Woodruff & Sons, Milford, Conn.

TOMATO WASHERS.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Food Machinery Corporation, Hoopeston, Ill.
F. H. Langsenkamp Co., Indianapolis, Ind.
A. K. Robins & Co., Inc., Baltimore, Md.

VACUUM PANS
Hamilton Copper & Brass Works, Hamilton, Ohio.
F. H. Langsenkamp Co., Indianapolis, Ind.

VEGETABLE CUTTERS.
Chisholm-Ryder Co., Niagara Falls, N. Y.
A. K. Robins & Co., Inc., Baltimore, Md.

VINERS AND HULLERS.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Frank Hamachek Mach. Co., Kewaunee, Wis.
Scott Viner Co., Columbus, Ohio.
Sinclair-Scott Co., Baltimore, Md.

WASHERS, Can and Jar.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Hansen Cang. Mchy. Corp., Cedarburg, Wis.
A. K. Robins & Co., Inc., Baltimore, Md.

WASHERS, Fruit, Vegetable.
Ayars Machine Co., Salem, N. J.
Berlin-Chapman Co., Berlin, Wis.
Chisholm-Ryder Co., Niagara Falls, N. Y.
Food Machinery Corporation, Hoopeston, Ill.
A. K. Robins & Co., Inc., Baltimore, Md.
Scott-Viner Co., Columbus, Ohio.
Sinclair-Scott Co., Baltimore, Md.
The United Co., Westminster, Md.

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PEA & BEAN FILLER

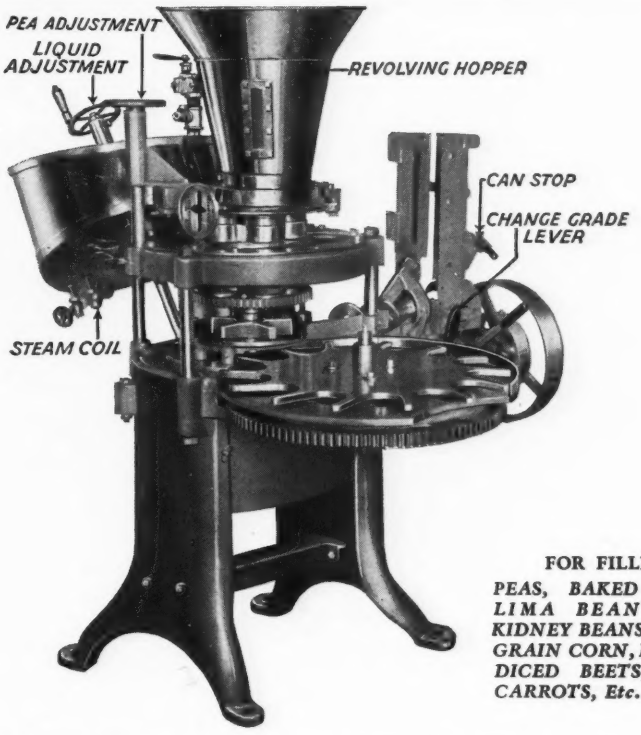
Only Filler on market with slowly revolving Hopper.

Hopper revolves slowly in opposite direction from the way filling pockets revolve assuring absolute uniform fill.

No-Can-No-Fill attachment that works perfectly.

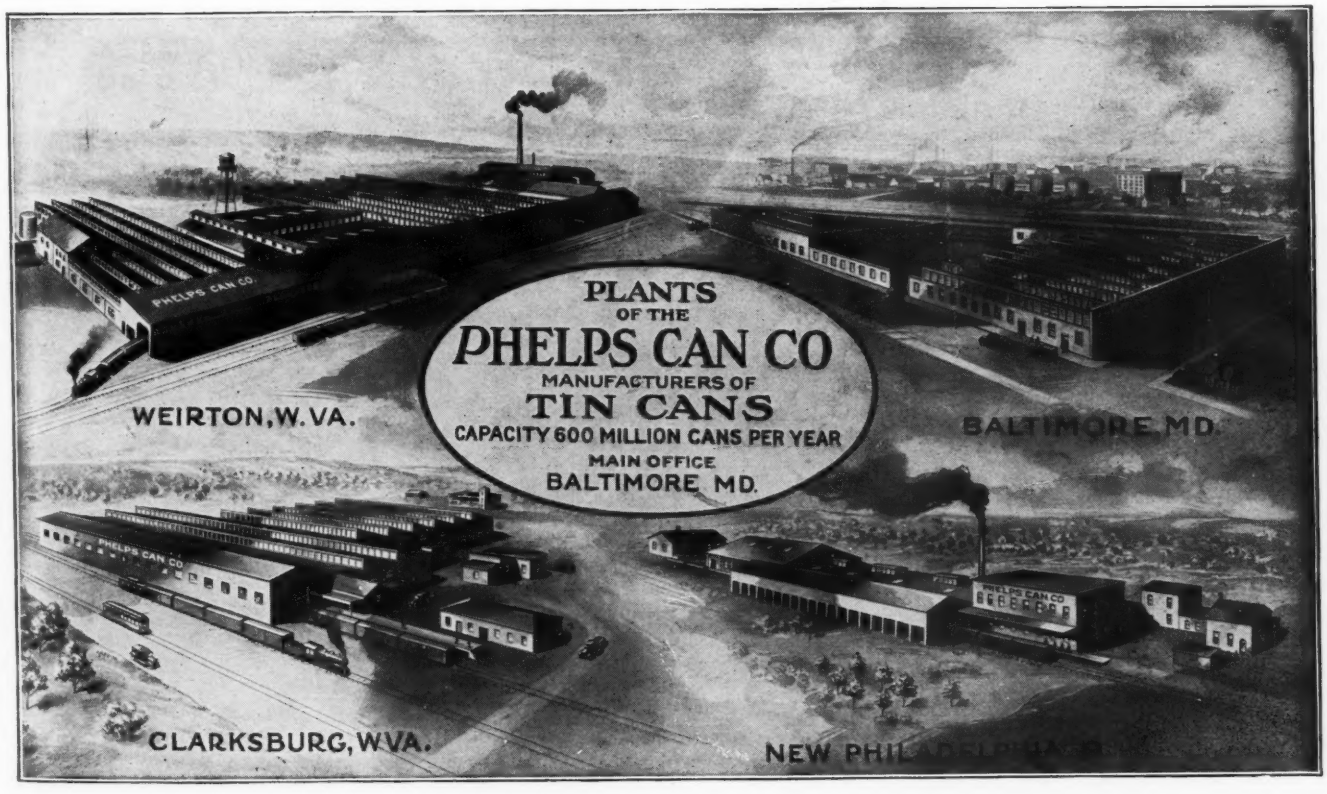
Fills all grades, even small sticky peas without any variation in the fill.

Large Brine Tank Assures hot brine at all times.



FOR FILLING
PEAS, BAKED BEANS, LIMA BEANS, RED KIDNEY BEANS, WHOLE GRAIN CORN, HOMINY, DICED BEETS, DICED CARROTS, Etc.

AYARS MACHINE COMPANY, Salem, New Jersey



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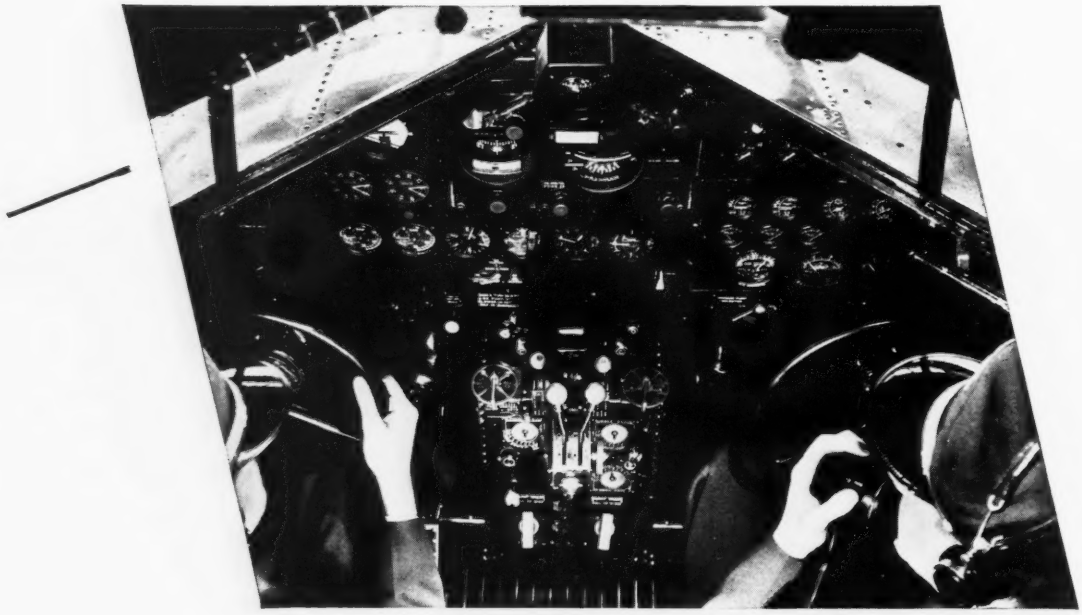

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